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THE AMERICAN ELEVATOR AND GRAIN TRADE

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PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXVII.

431 S. Dearborn St., Chicago, Ill., July 15, 1918.

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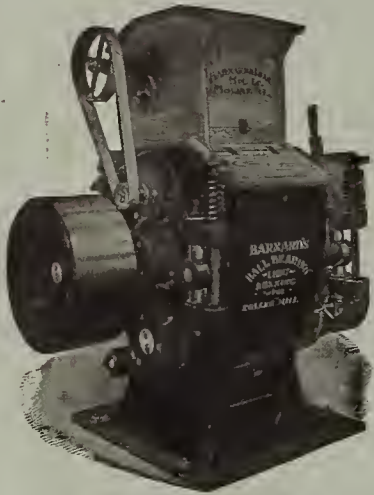
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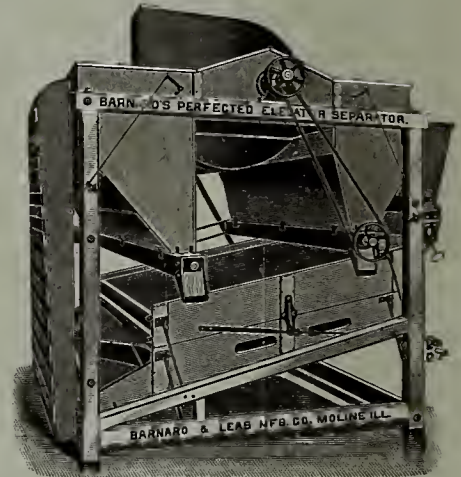
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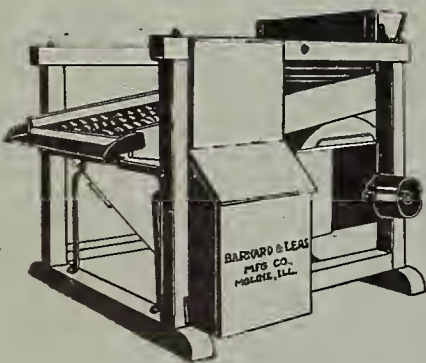
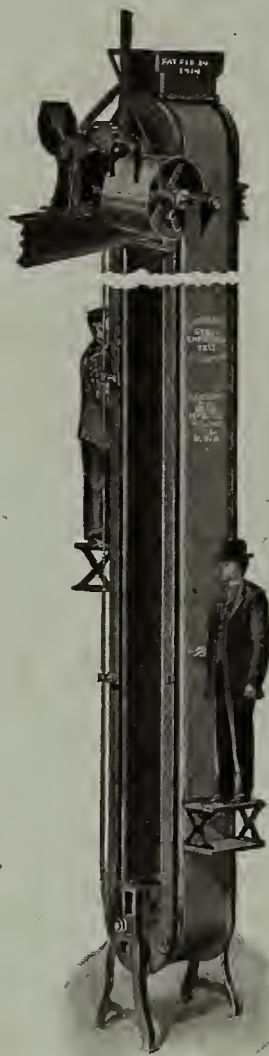


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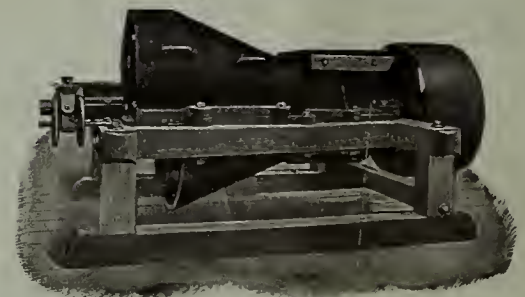


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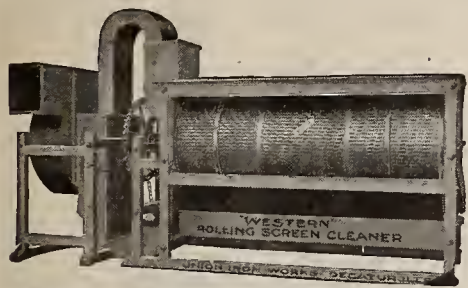
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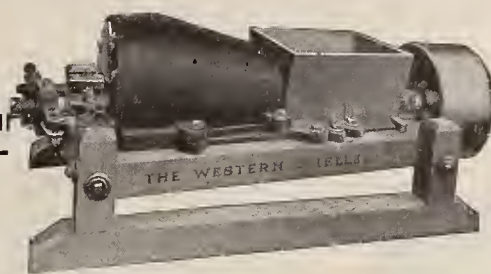
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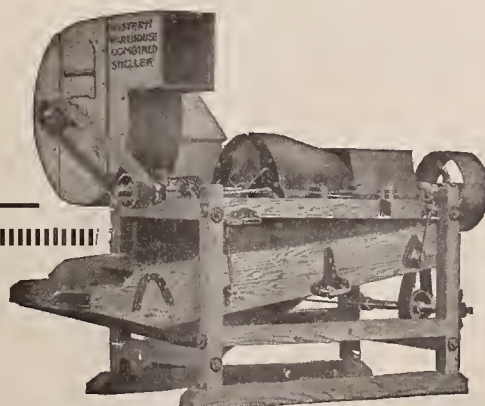
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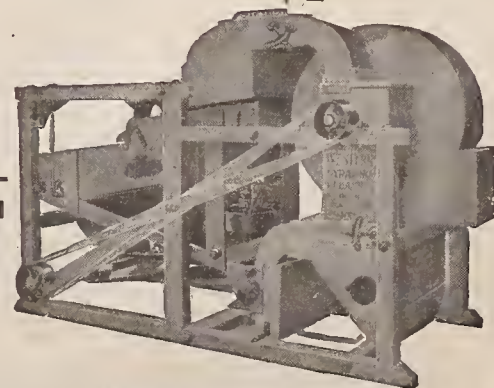
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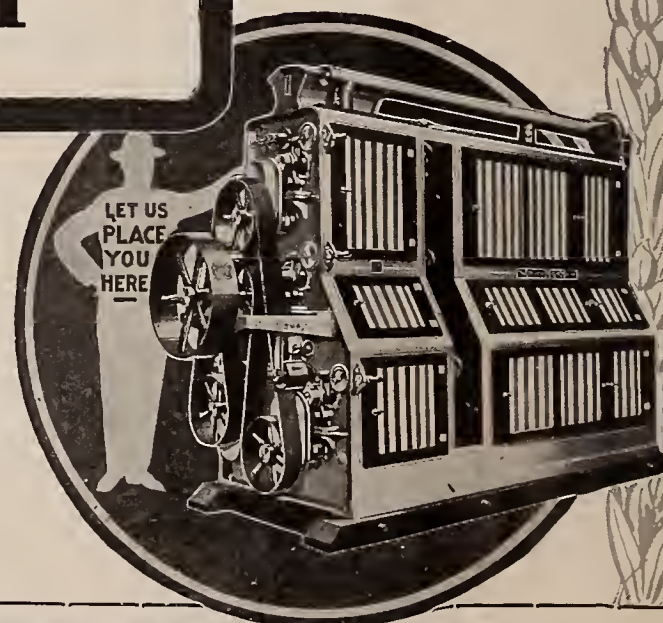
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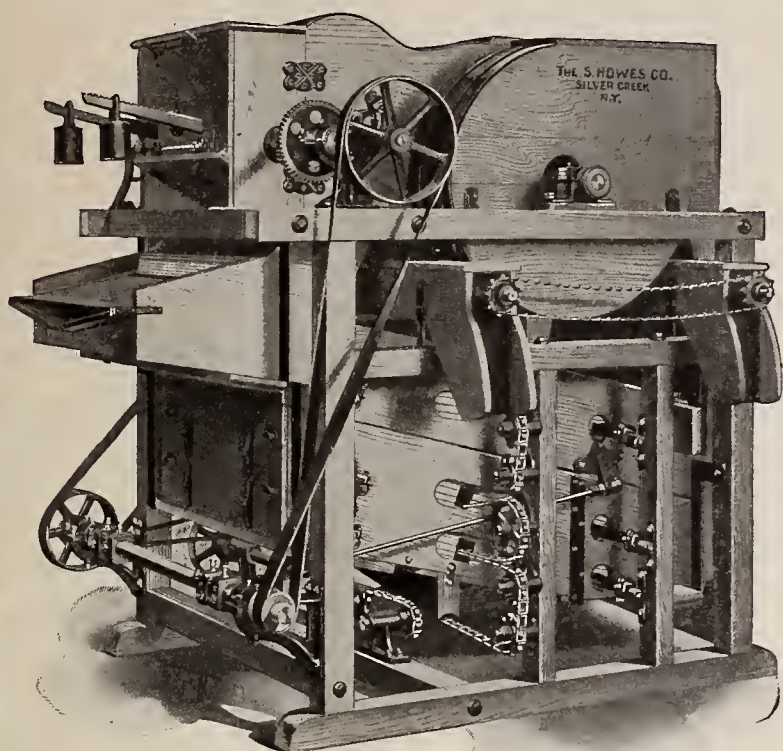
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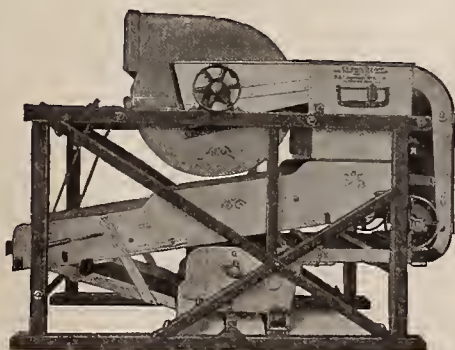
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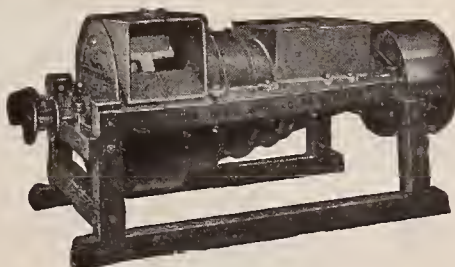


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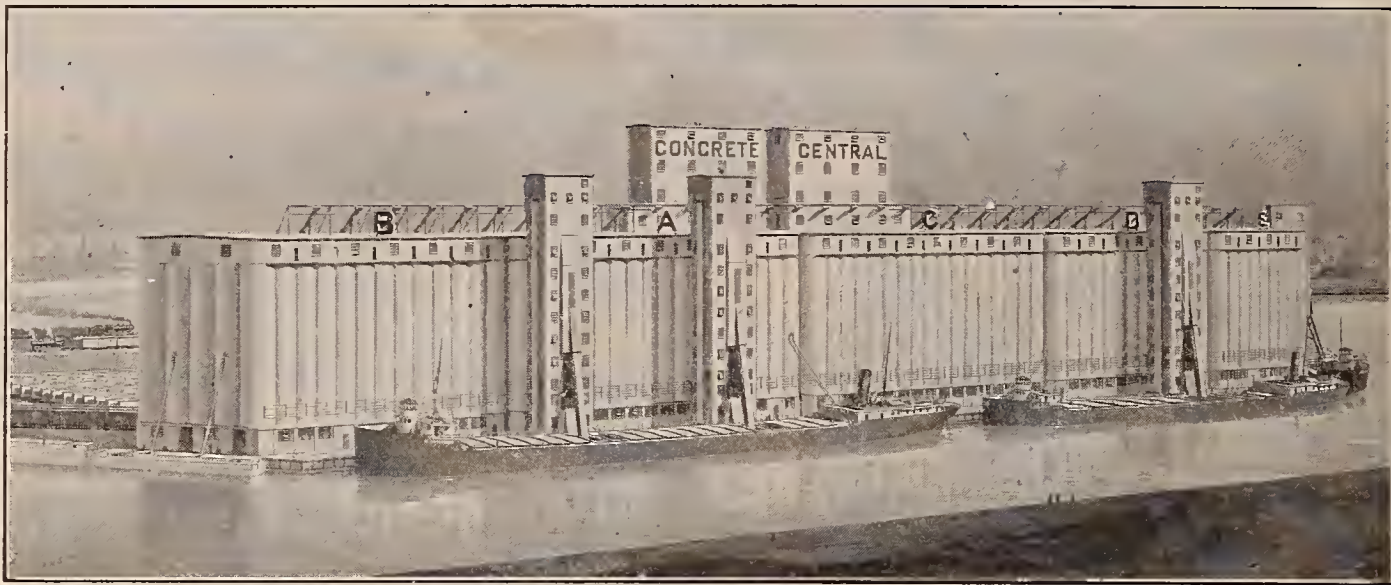


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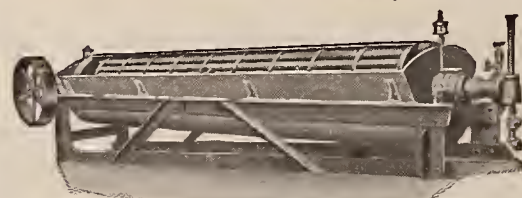
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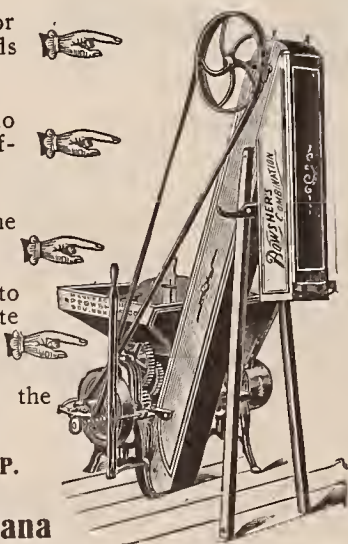
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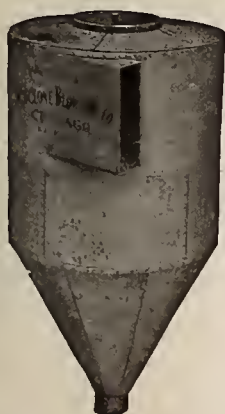
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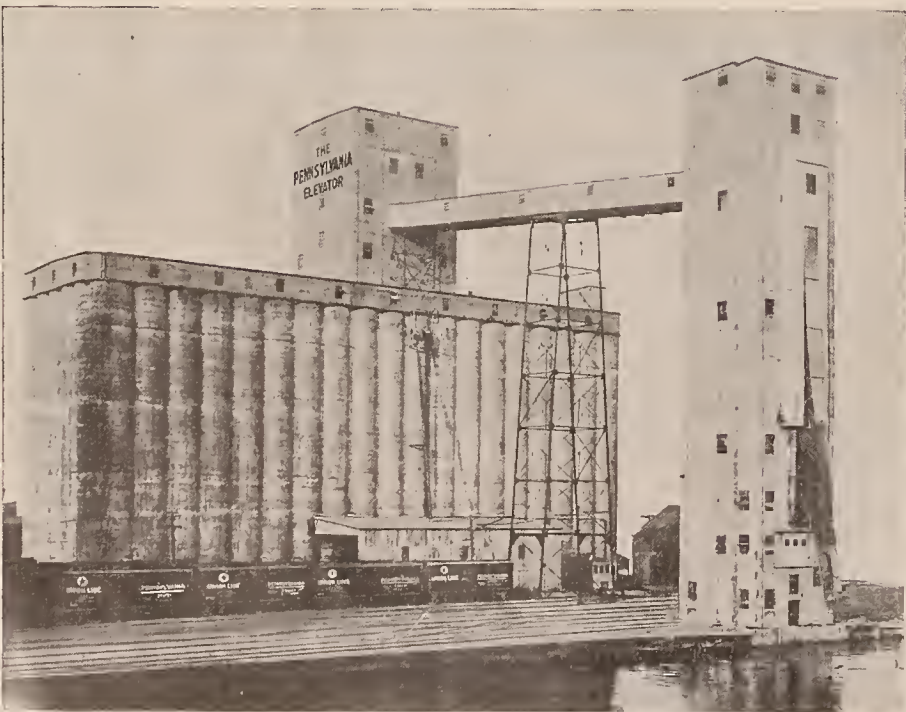
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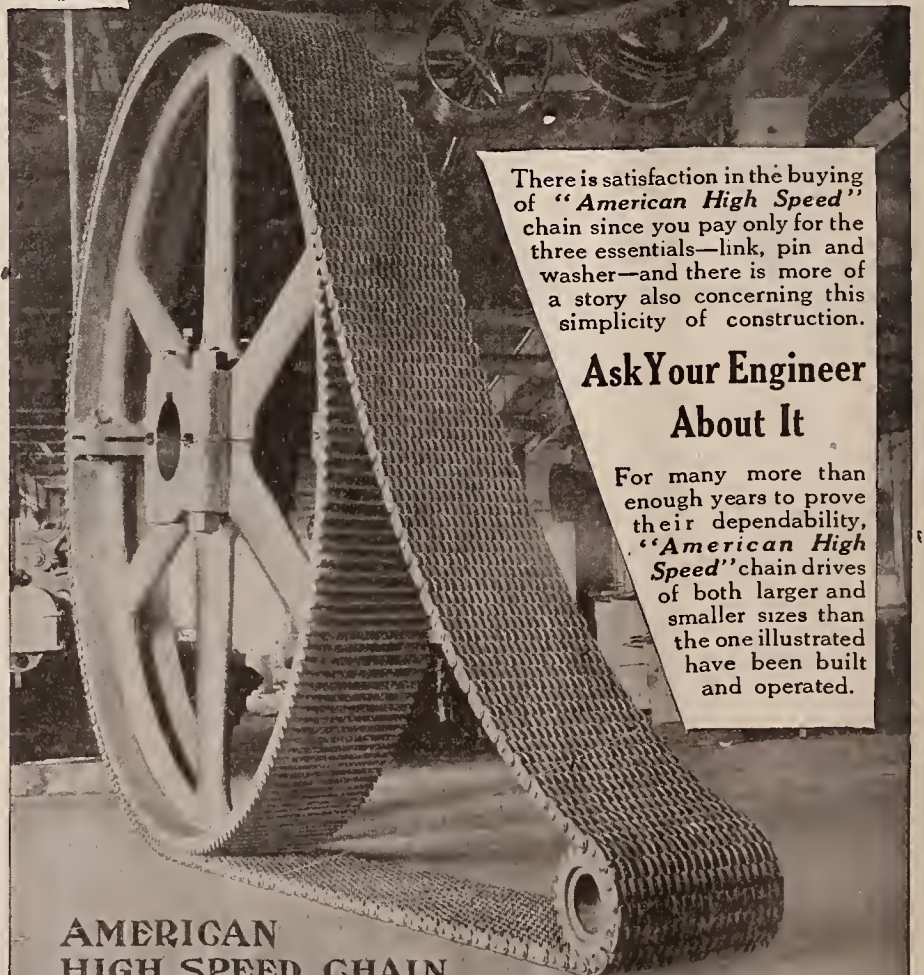
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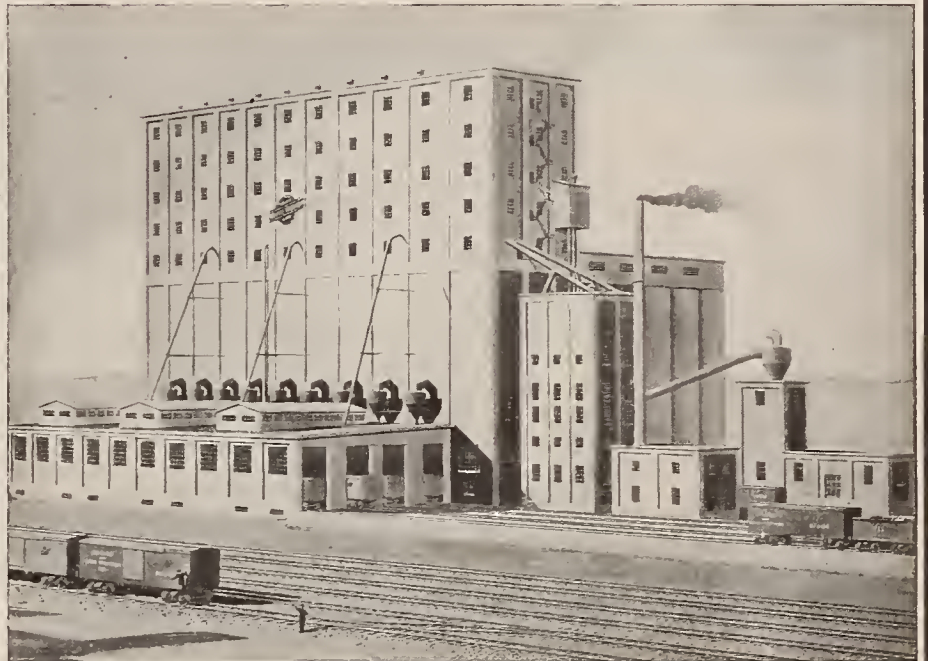
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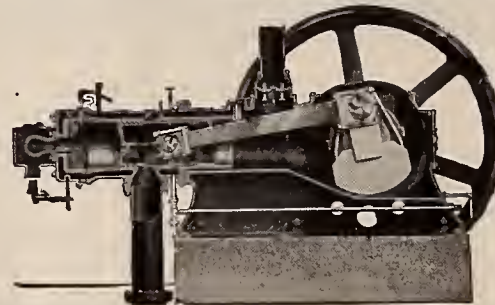
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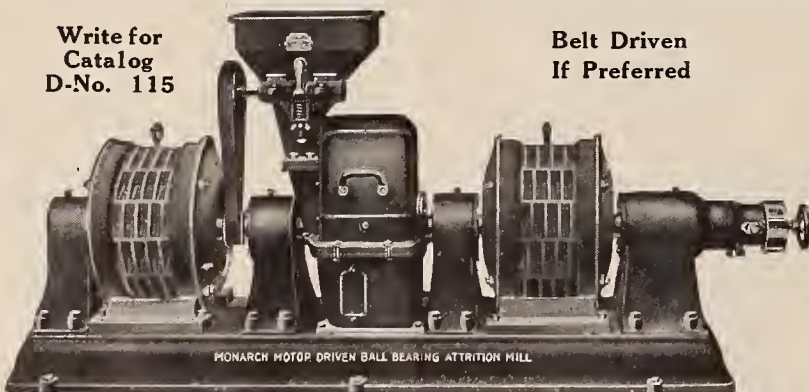
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Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

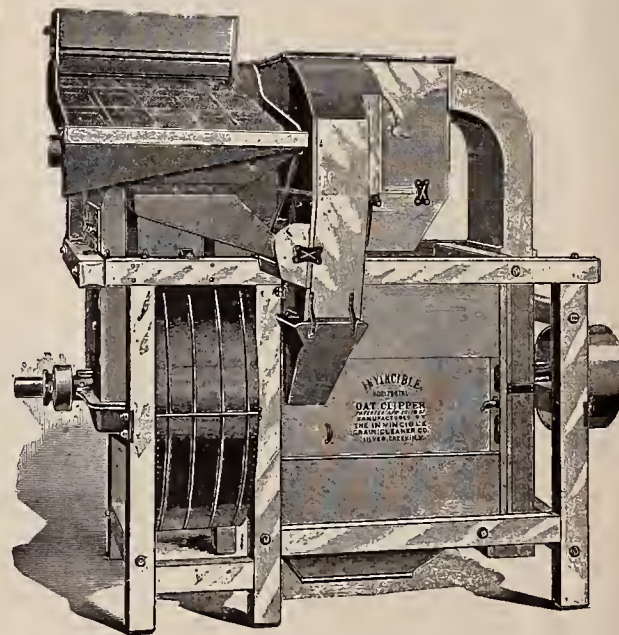
SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

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Boost Thrift Stamps

Let's show the
world that
we Americans
are in deadly
earnest.



Open the Door to Profit

No surer way than the installation
of an INVINCIBLE OAT CLIPPER

YOU NEED IT
THEN GET IT

INVINCIBLE GRAIN CLEANER COMPANY
SILVER CREEK, N. Y.

Dept. 1.

Over Fifty Emersons

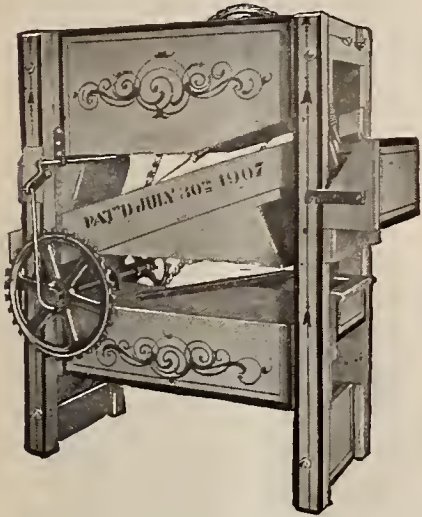
in use by

The U. S. Grain Standardization Bureau

Over 50 Emerson Wheat Testers or Kickers are found in the different laboratories and inspection departments of the U. S. Grain Standardization Department. It is being recommended to the grain trade by the Government officials as the most satisfactory machine for determining the actual amount of dockage in each sample of wheat.

Guess Work a Thing of the Past at Country Elevators

The Emerson makes an absolute perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. Eliminates all guess work. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with the Emerson Tester or Kicker.



Over 8,000 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on to 250, depending upon the number of elevators they operate. Hundreds of smaller elevator companies are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers.

The Emerson Guarantee

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of elevator and milling companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.

W. H. EMERSON & SONS

Detroit, Mich.

::

::

Windsor, Ont.

This Reliance-Built Elevator Has a Remarkable Record



The following is taken from the June issue of the American Grain Trade:

A RECORD-MAKING COUNTRY ELEVATOR

The Farmers Grain Company of Latham, Ill., recently established two records which for country elevators of 40,000 bushels' capacity, may set a mark for some time to come. In six hours and 20 minutes it loaded out 12,544 bushels of corn while it was receiving at the same time 2,500 bushels by wagon.

The elevator was built in 1912 by the Reliance Construction Co. of Indianapolis. It is an iron-clad cribbed construction house, and is so designed that the maximum speed in handling all grain can be attained. This is an important factor in economy of operation.

PLANT OF THE FARMERS GRAIN COMPANY, LATHAM, ILL.

'Nough said. We build both concrete and wooden plants, and any grain dealer who contemplates building, or overhauling his old plant, should investigate "Reliance" designing and construction. A bumper crop is at hand. Get in touch with us now.

Reliance Construction Co.

Board of Trade Bldg.

Indianapolis, Ind.

Our representative at your instant call



These are abnormal times; your usual sources of supply are crippled. Yet your needs are much the same as in normal buying seasons. Our 1100-page Catalog will be a friend, indeed—a real buyer's help. It is yours on request. Send for it now; it will simplify your buying problems. Address Dept. 23

Ship Builders' Equipment
and Tools
Carpenter Tools
Electricians' Tools
Machinists' Tools
Machine Shop Equipment
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Blacksmiths' Tools
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Awnings
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GEO. B. CARPENTER & CO 440 NO. WELLS ST. CHICAGO

Tropical

Every year sees Tropical products winning a greater and wider reputation for durability and high quality. Each year, due to an increased demand, the Tropical institution is forced to enlarge its manufacturing facilities. To thousands of paint producers Tropical has become synonymous for paint perfection. The primary reason for this is that Tropical products prove their worth by severe tests in actual service.

For Outside Painting Try TROPICAL Elastikote


Out in the open where it has to bear the brunt of storm and sun is where paint is put to the test. There is no stronger proof of the durability and high quality of Tropical paint than the fact that it is used on elevator exteriors from coast to coast.

TROPICAL Elastikote is not only absolutely reliable but it also presents an attractive appearance. Consequently, it meets with the unqualified approval of elevator men. The TROPICAL insti-

tution stands back of TROPICAL Elastikote and guarantees its unvarying high quality. It is supplied in 16 different shades. Because it does away with the necessity for frequent and expensive repainting, TROPICAL Elastikote is the most economical exterior paint on the market.

Tropical Paint & Oil Co.

CLEVELAND, OHIO



B & P SPECIAL ENAMEL

is the TROPICAL product that is recommended for elevator interiors. It dries hard and is thoroughly non-absorbent. It prevents dust from clinging to the surface thus lessening fire dangers.

COUPON
TROPICAL PAINT & OIL CO.,
CLEVELAND, O.

Gentlemen:
Send us complete details about:

(1) TROPICAL Elastikote. Surface to be covered _____ sq. ft.
(2) TROPICAL B & P Special Enamel. Surface to be covered _____ sq. ft.

Name _____
Address _____
Inquirer _____



CINCINNATI'S

Hay Receipts Increase 100%

The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

Hay Plugging System

a method of inspecting each and every car handled in this market

Best for the Shipper

Best for the Buyer

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.



GWYNNE BUILDING
New Home of the Cincinnati Grain & Hay Exchange.

When shipping or buying that next car of hay try any of the following firms of the

Cincinnati Grain & Hay Exchange

Blumenthal, Max

Brouse-Skidmore Grain Co., The

Cincinnati Grain & Hay Co., The

Cleveland Grain Co., The

De Mollet Grain Co.

Dorsel Co., The

Early & Daniel Co., The

Ferger Grain Co., The

Fitzgerald Bros. Co., The

Gale, A. C., Grain Co., The

Gowling, Alfred

Granger, Dan B., & Co.

McQuillan & Currus

Maguire & Co.

Mutual Commission Co., The



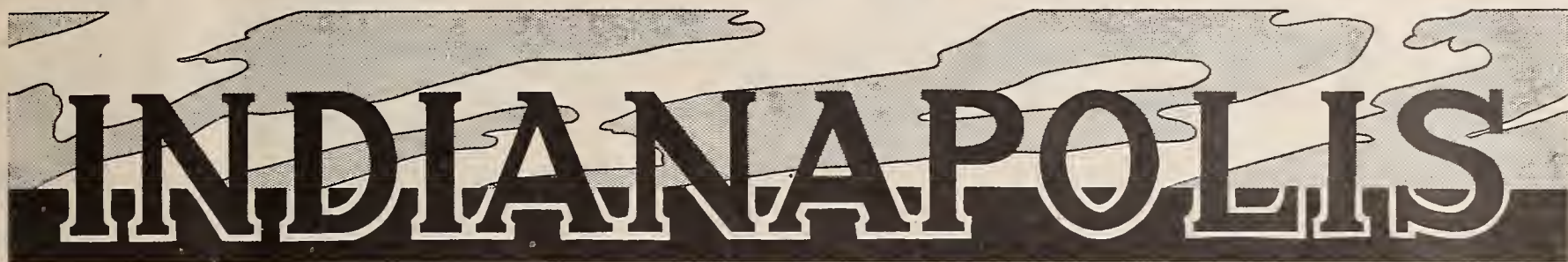
An Announcement

The Big Four Elevator, of Indianapolis, owned by Urmston Grain Co., will be operated by the Big Four Elevator Co.

The operation of this elevator, one of the most modern rapid handling elevators in this country, will be used as a basis for the merchandising business of the Big Four Elevator Co.

We urge the entire grain trade to profit by these grain handling facilities, and desire as merchandisers to become a part of your plan.

THE BIG FOUR ELEVATOR
INDIANAPOLIS, INDIANA



INDIANAPOLIS

Three Times Greater Grain Market

From all reports a record crop of all grains and hay is assured this year and away ahead of the record year of 1915. Indianapolis, the center of grain centers, known today as one of the fastest growing grain and hay markets in the country, should handle the major share of your shipments. Grain and hay receipts during the last ten years have nearly trebled in volume due to the following advantages over other markets:

1st—Indianapolis is known as the largest inland railroad city in the country and the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and adjoining states.

2nd—Its geographical location, together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South, and Southeast.

3rd—These splendid railroad facilities assures quick handling of your shipments with prompt returns of same.

4th—Indianapolis also prides itself on having the largest corn mills in the country, which, together with its flour mills and vast array of manufacturing industries creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

5th—With the local and foreign demand top prices on all your shipments are assured.

6th—This, together with its adequate weighing facilities, its efficient inspection departments, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feed.

You owe it to yourself to try one of the following firms— all members of the

Indianapolis Board of Trade

BIG FOUR ELEVATOR CO., Shippers

BINGHAM-HEWETT-SCHOLL CO., Grain Merchants

BELT ELEVATOR & FEED CO., Receivers & Shippers

BERT A. BOYD GRAIN CO., Grain Commission

CLEVELAND GRAIN CO., Grain Commission

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HOOSIER GRAIN CO., Consignments Only

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MONTGOMERY & TOMPKINS, Receivers & Shippers

PROBST & KASSEBAUM, Hay, Grain, Feed

RICH GRAIN CO., Grain Commission

URMSTON GRAIN CO., Receivers & Shippers

E. W. WAGNER & CO., Receivers & Shippers

FRANK A. WITT, Grain Commission & Brokerage

"Buffalo Never Fails"

Buffalo never fails in filling its quota of war contributions. It likewise never fails in securing top prices and making quick returns on all shipments of grain to her markets.

What About this Billion Bushel Wheat Crop?

We are wheat specialists and organized to render you most effective service in this market. Send us your consignments on

WHEAT—OATS—CORN—BARLEY

Whitney & Gibson

Receivers and Shippers

1009-10 Chamber of Commerce

Buffalo, N. Y.

FOR GOOD RESULTS

*Consign
to*

SMITH & JENKINS

Operating Elevators

CHAMBER OF COMMERCE

BUFFALO

Strictly Consignments

Let me handle a share of your grain and hay shipments on this new crop.

My facilities for handling assignments are best in

B U F F A L O .

S. M. RATCLIFFE

Receiver and Shipper

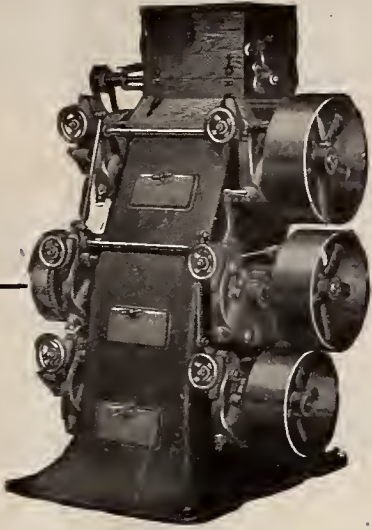
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CHAMBER OF COMMERCE BUILDING

Consignments Only

McConnell Grain Corporation

BUFFALO



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details. If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

Nordyke & Marmon Co.

"Food Will Win the War"
INDIANAPOLIS, IND.

Established 1851

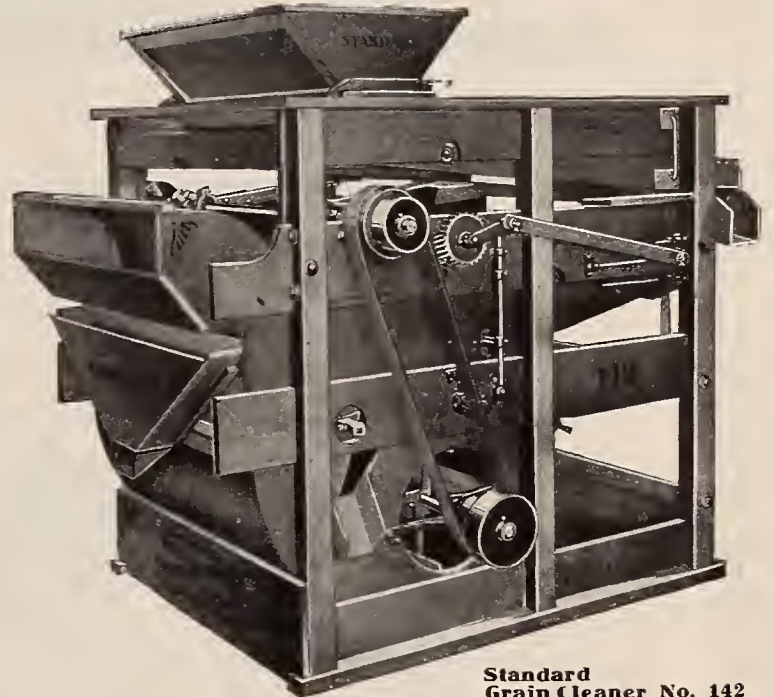
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America's Leading Mill Builders



A Standard Cleaner in Your Elevator This Year Will Assure Standard Grades.

THIS No. 142 Standard Grain Cleaner is especially valuable as a small receiving separator, requires little power, is easy to install, is a moderate-priced machine, will make your wheat grade equal to any, and better than many, and is an example of war-time economy. It contains valuable improvements, fully protected by patents, and should form part of the equipment of every grain elevator.



Standard
Grain Cleaner No. 142

Write today for our illustrated booklets before deciding on your new equipment. It will mean money in your pocket this year.

INTERNATIONAL MFG. CO.

CRESTLINE,

OHIO

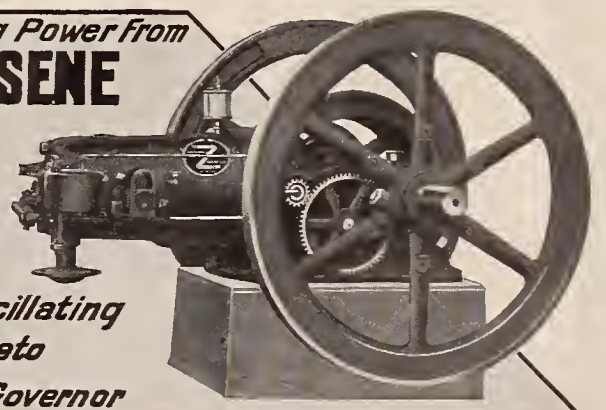
FAIRBANKS-MORSE "Z" Oil Engines

Get Unfailing Power from
KEROSENE

- Distillate
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- Gasoline
- 3 to 15 H.P.

Built-in Oscillating
Magneto

Throttling Governor



Time Tested—Dependable

The soft, wet corn crop handled during the past fall and winter has proven—in many an elevator—the great efficiency of Fairbanks-Morse "Z" oil engines in times of unusual strain. It is the proven power for you.

Guaranteed by Fairbanks-Morse Quality

FAIRBANKS, MORSE & CO.
Chicago - Manufacturers

Engines, Scales, Motors, Lighting Plants, Water Systems, Etc.

KANSAS CITY

First Implement Distributing Center.

First in Pullman Ticket Sales.

Second Live Stock and Packing Center.

Second Railroad Center and with the

Home of a Federal Reserve Bank and

World Famed for its Parks and Boulevards and as "A Good Place to Live in."

First in Automobile and Tractor Distribution.

Second Grain and Milling Market.

Second Yellow Pine Lumber Market.

Third Largest and Finest Ry. Station.

Fifth in Bank Clearings.

— AND —

FIRST AS A HAY MARKET

Our business during the closing crop year has reached unprecedented proportions but because of our twenty-eight years of constant experience, large organization and immense facilities, we have been able to render the same excellent service as always to our customers—the service which has built our business to its present unequalled size.

If, we, however, with our great resources, cannot supply your needs, we refer you to our local competitors, some of whom can certainly take care of you. We believe Kansas City *has the best hay men in the world.*

We want your business, but in any event you can make no mistake in dealing with some other firm here.

Do Your Hay Business in Kansas City

Carlisle Commission Co.

ESTABLISHED 1889

Hay, Alfalfa, Meal, Grain

Kansas City, Mo.

Good Service

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Central Location

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Quick Returns



Courteous Treatment

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Best of Facilities

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ter in Toledo

JOHN WICKENHISER & CO. **TOLEDO, OHIO**

In the market every day for

GRAIN

Handle consignments and trades in futures
Our service will please you

*Members Toledo Produce Exchange and Chicago
Board of Trade.*

THE RAYMOND P. LIPE CO.

Receivers and Shippers

TOLEDO, OHIO

Always in the market for

HAY, OATS, EAR and SHELLLED CORN

**We Solicit Your Consignments of
Grain and Seeds**

MEMBERS TOLEDO PRODUCE EXCHANGE and CHICAGO BOARD OF TRADE

The Paddock Hodge Company

GRAIN MERCHANTS

Toledo, Ohio

Write, Wire or Phone Us When You Want to Trade

Get Our Wheat Bids

Consign if you prefer. "Consignments to Southworth pays best." Whatever method you choose you're assured maximum prices and Southworth Service.

Ask for Sample Copy of Southworth's Weekly Review

Southworth & Company

901-903 Second National Bank Bldg.

TOLEDO

Members Toledo Produce Exchange and Chicago Board of Trade

"Send it to Zahm"

J. F. ZAHM & COMPANY

Toledo, Ohio

Mr. Hay Shipper,
Everywhere.

Dear Sir:—

Close to a year ago the new crop opened on a high level, with the fall and winter months showing a constant advance, to a price where hay sold in Chicago at \$32 a ton, the highest price timothy attained in this market during the past 30 years.

Values then began to recede until during May and June, they went way below normal selling down to \$15 @ \$18 a ton for #1 hay. The abnormal prices would not have been reached had the usual ebb and flow of cars reached the loaders; this is evidenced by the fact, that the late spring and summer receipts have been in excess of ordinary years and had hay been allowed to come forward thruout the winter at its usual pace, a more equal distribution of prices would have prevailed. The market now is in a much stronger position than it has been for weeks. Receipts have about shut off and the little arriving is freely taken and more asked for. To us it looks as tho prices would make a further advance and we believe shipments promptly routed will yield pleasing returns.

Very truly yours,

Henry H. Freeman & Co.

Commission Merchants

66 Board of Trade

CHICAGO

Members Chicago Board of Trade
National Hay Association

Established 1870

W. R. MUMFORD & CO.

Commission Merchants

HAY AND STRAW OUR SPECIALTY

**Consignments Solicited
We Guarantee Good Service**

Postal Telegraph Bldg. : : : CHICAGO

Hay and Straw

Is Our Specialty

If you want to

Buy, Sell or Consign

Get in touch with

VAN WIE & MOORHEAD

84 Board of Trade

CHICAGO, ILL.

Ship Us That Next Car of
HAY AND STRAW

For 66 years we have been dealing in this the world's largest consuming market,—a record to be proud of.

T. D. RANDALL & CO.

COMMISSION MERCHANTS

234 S. La Salle St.

CHICAGO



WATCH

Out and Consign
Your
Hay and Grain

to the reliable firm of

Bridge & Leonard

61-65 Board of Trade, Chicago

Members of National Hay Association Grain Dealers National Association
Chicago Board of Trade

Don't forget to give us a trial in that next car of

**Grain, Hay
or Seed**

We want your business, and assure satisfaction.

WALTERS BROTHERS

Commission Merchants

74-75 Board of Trade

CHICAGO

10,000 CARS OF HAY

We Handled Over Ten Thousand Cars of Hay Last Year

Our reputation and success in the hay business is due to our efforts at being ready and able at all times to supply anything and everything in the line of hay in lots of from one car to 1,000 cars at points wherever hay is needed.

You buyers of hay in outside markets can readily purchase your requirements here, for Chicago is splendidly located for drawing from a vast hay producing territory of alfalfa, timothy, with which it is surrounded, besides offering favorable through rates to all points.

ALWAYS UP TO THE MINUTE

We realized several years ago that the conditions in the hay trade were changing from a demand for timothy, or horse hay, to that of alfalfa, clover and mixed clover, for cattle and stock feed. We therefore spread out and sought markets among dairy men and feeders and this foresight has built up a splendid business for us and has made Albert Miller & Company the largest hay dealers in the United States. This subject was the talk at the Chicago convention last year and proved that our conclusions were right. Therefore

PUT YOUR CONFIDENCE IN A FIRM

that is up-to-date and whose endeavor is to serve its customers to their entire satisfaction always. To reach this aim we have been ready at all times to improve our service so as to make our dealings **best for the shipper and best for the buyer.**

A new hay crop is before us and if you are not yet familiar with Albert Miller service try us on the next car of hay you are shipping or buying. Remember our service assures satisfaction.

ALBERT MILLER & CO.

192 North Clark Street - - Chicago, Illinois

Handlers of everything in Hay

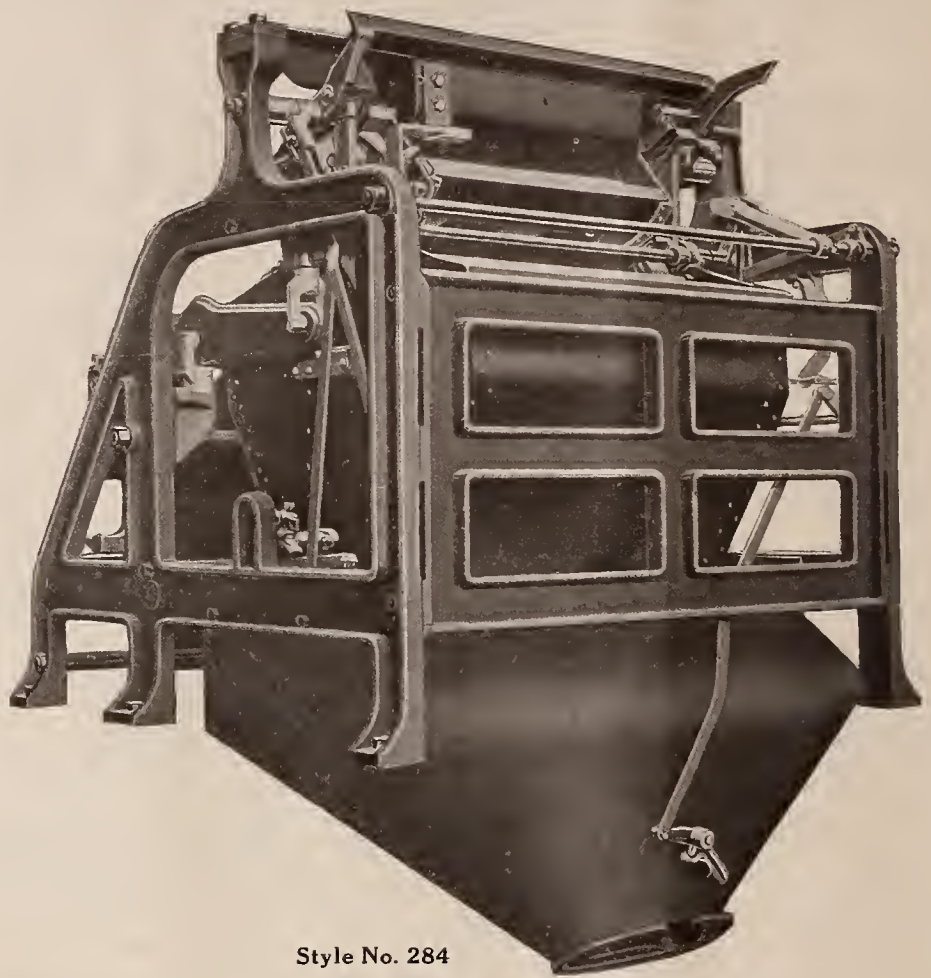
THE REGULATIONS

of the U. S. Food Administration makes imperative an accurate Weight of all grain going in and out of elevators, and the lately passed Net Weight Law requires all commodities in interstate commerce to be marked with the exact net weight.

Automatic Grain Scales

are built in various sizes and equipped with a register which records every weighing. They are adapted to the work required, and the capacity varies according to size of bucket. The best results and highest efficiency are accomplished by the simplest means. U. S. Standard Weights used.

Fully guaranteed. Our policy is to fulfill the just expectations of purchasers of our machines.



Style No. 284

Write for our Catalog



AUTOMATIC WEIGHING MACHINE COMPANY

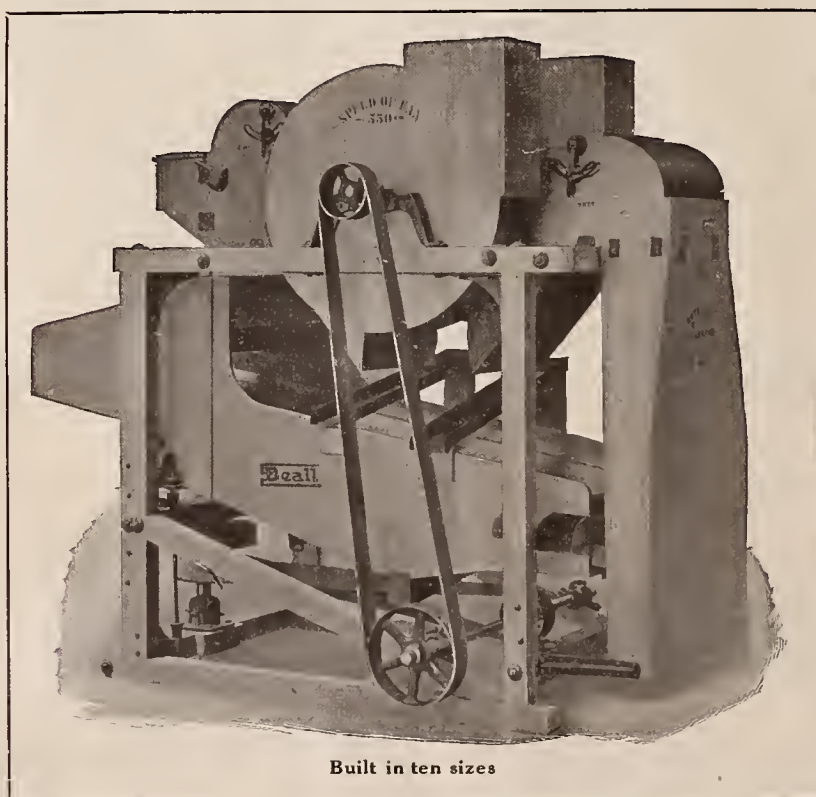
134-140 Commerce Street

Main Office and Factory

Newark, N. J.

Beall Warehouse and Elevator Separators Will Turn Losses Into Profits

The most essential thing in a grain elevator today is the cleaning department. In these war times it does not pay to throw anything away. Even a carload of dust from your cleaner will sell for about \$500.



Built in ten sizes

BEALL machines won their leadership through honest worth and their success is due to the service and the satisfaction they have given their users. Actual performance has established their reputation for efficiency.

Write for our booklet

THE BEALL IMPROVEMENTS CO.

(Incorporated)

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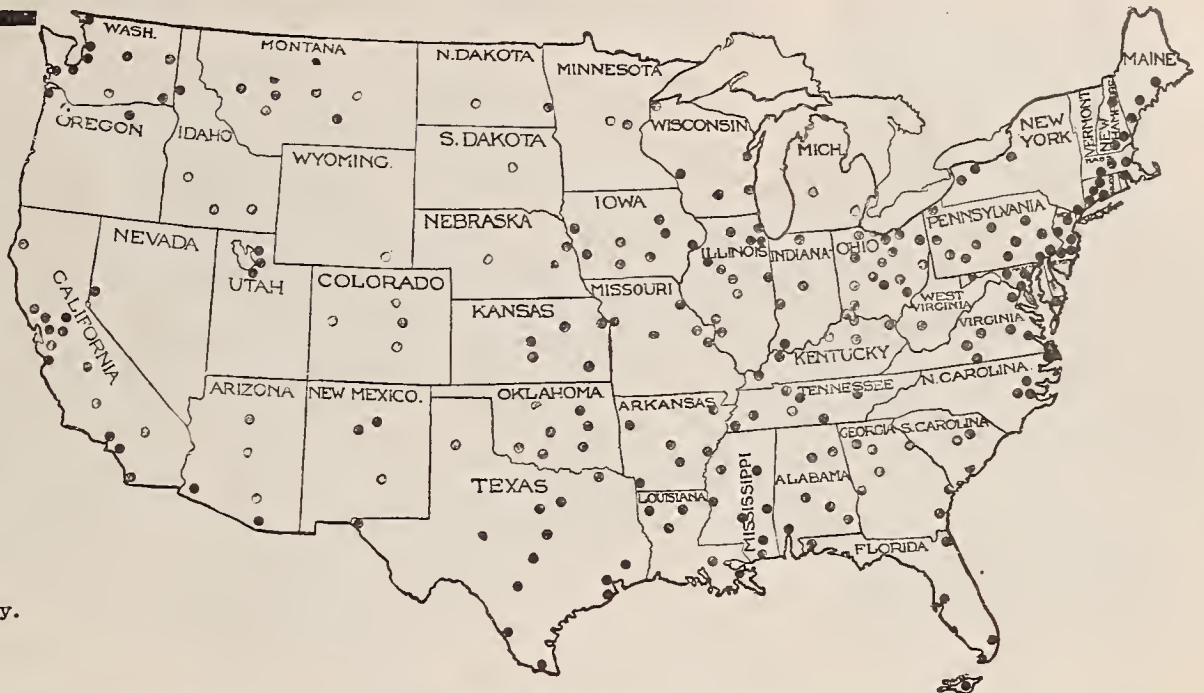
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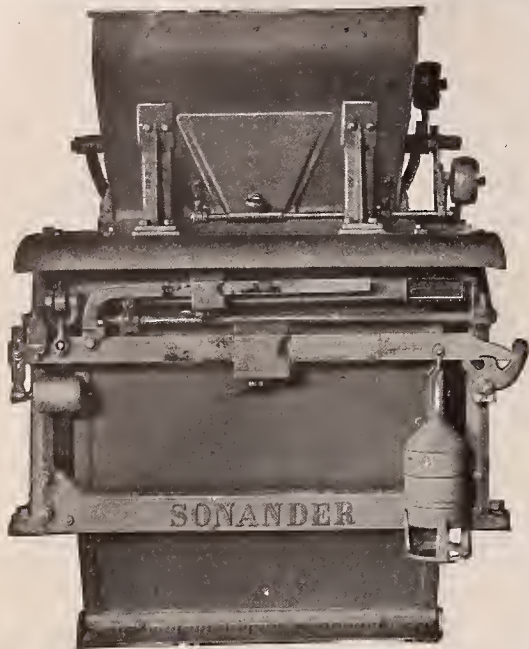
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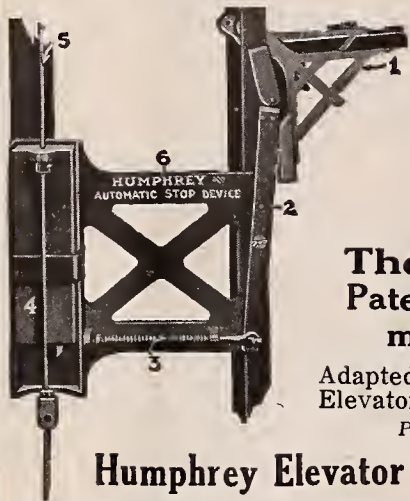
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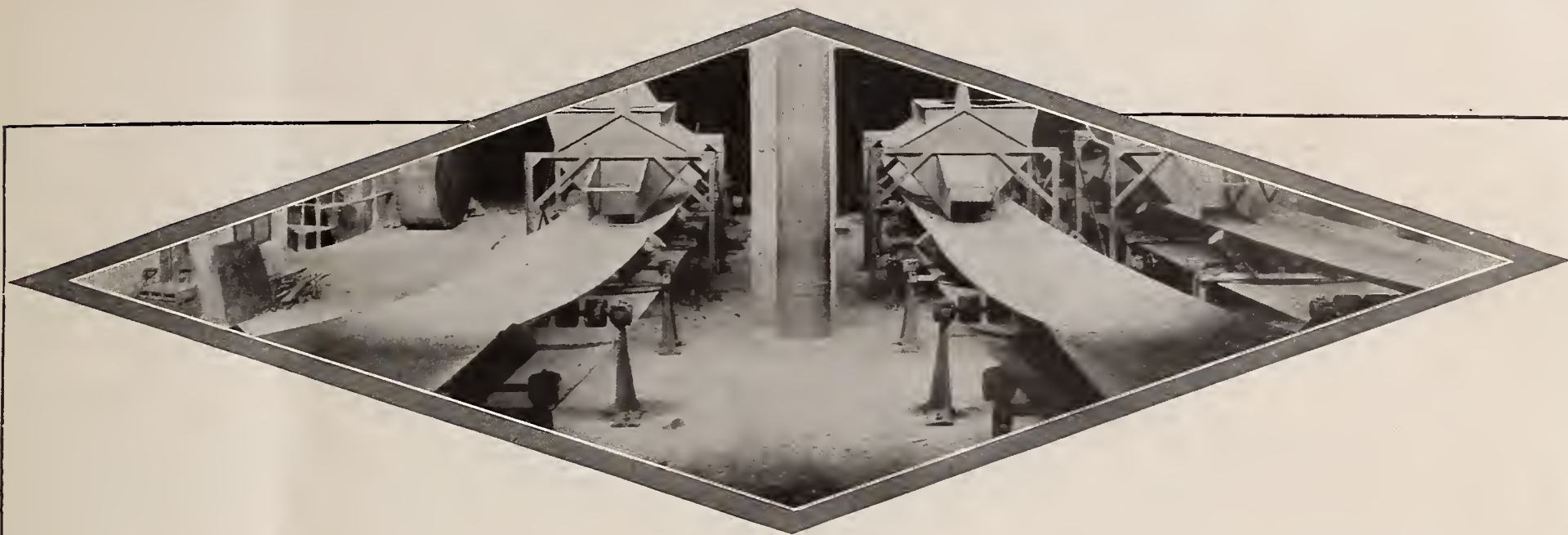
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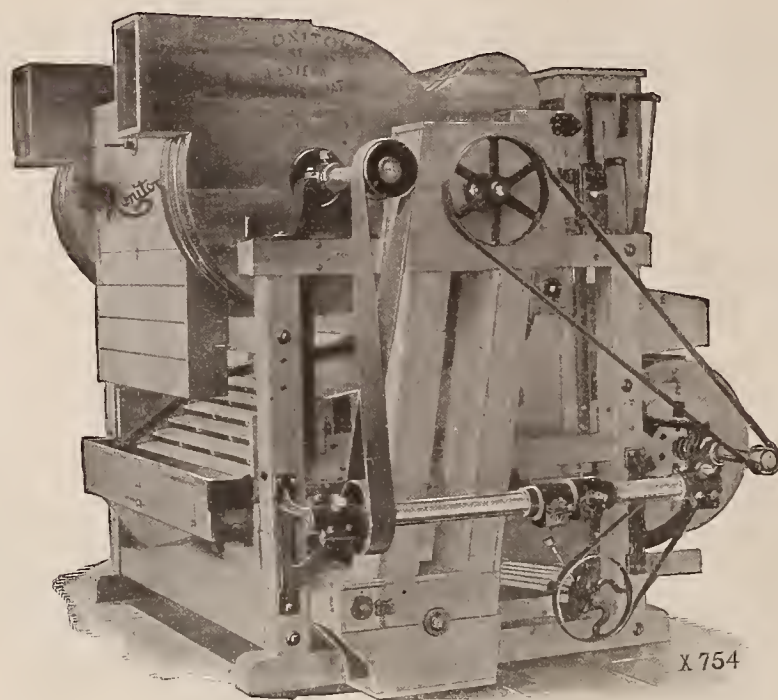
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Established in 1882.



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NO. 1

Bulk Storage in the Pacific Northwest

Sack Handling of Grain West of Rockies Being Replaced With Bulk Methods—A Typical Modern Plant in Washington

THERE has been a marked tendency, during the last few years, towards the handling of grain in bulk in Washington, Oregon, Idaho, Wyoming, and surrounding states. Not only has this tendency increased very largely in elevators for the country and terminal grain trade, but on farms as well. The Grain Inspection Department of the State of Washington reported the bulk capacity of the various elevators and warehouses in the state for 1916 at 3,500,000 bushels and sack capacity of 41,000,000 bushels. Although the bulk storage facilities are still limited as compared to the facilities for storing sacked grain, yet it is safe to say that the bulk capacity is rapidly encroaching on the grain stored in sacks and the present bulk movement is certain to continue as long as the price of grain sacks remains at its present figures.

The United States Government through the Department of Agriculture took up this question of bulk handling of grain on the Pacific Coast this year and now has several experienced elevator builders in Western territory who are giving the matter full attention with the view of greater bulk handling facilities. The future destination of our export grain is a factor to be considered, for after the war there is no present knowledge of the amount of our wheat which will go to countries where the ports are equipped with bulk unloading facilities or to the Orient where the ports have no equipment for handling grain in bulk.

It has been found at the present time equally true that both grain dealer and farmer are handling their grain to better advantage in bulk. Almost without exception the Pacific Coast farmers who bulked their grain last year and the year previous, will continue the practice.

The bulk elevator costs more to build than the flat

warehouse. The functions of an elevator, however, which are to clean and transfer grain from wagon to car, can unquestionably be more efficiently and more cheaply performed by an elevator than by a flat warehouse. These two factors, therefore, the high price of bags and the greater efficiency and economy of handling the grain, are causing the

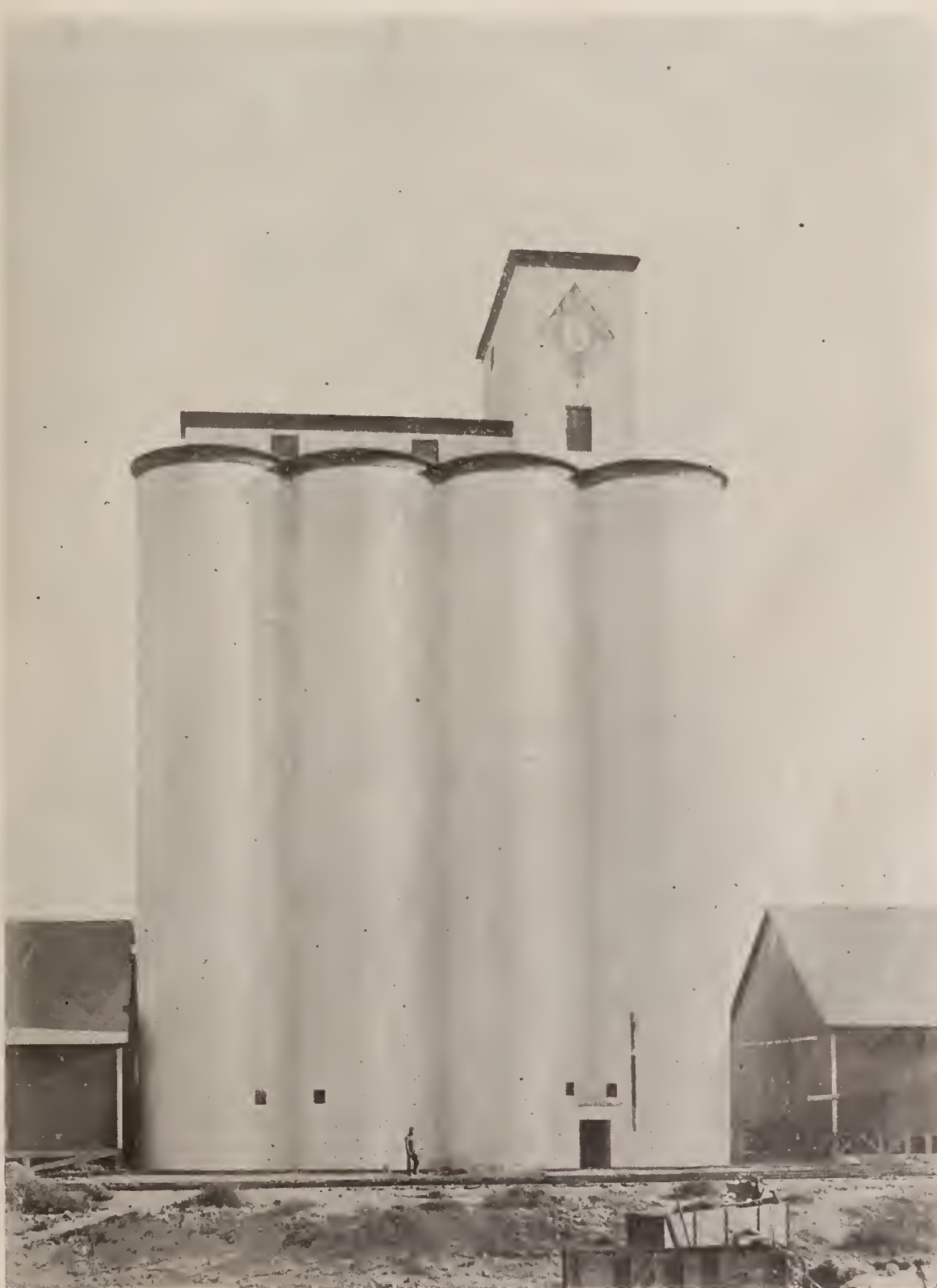
warehouse to be superseded by the modern grain elevator.

We illustrate with this article the new modern elevator at Mansfield, Wash., just completed for the Mansfield Elevator & Warehouse Company of that city. It was built for them by the Burrell Engineering & Construction Company of Chicago, who have completed a large number of elevators of similar type in that western country during the past few years.

The city of Mansfield is located in Douglas County in a splendid grain growing territory in the central western part of the state.

The elevator has a capacity of 100,000 bushels of grain. It is of reinforced concrete fireproof construction throughout, with work house and eight 15-foot diameter storage tanks. It is fitted out with all modern equipment for receiving, cleaning and grading grain. The two receiving and two shipping legs have each a capacity of 2,000 bushels of grain per hour. An automatic grain scale is provided for loading out grain. The grain cleaner is of the Monitor type and all the machinery as well as the arrangement of same and construction of the elevator are of the most modern character.

The Northwest is growing rapidly in grain raising and handling. It is also growing in efficiency in the manner of storing, cleaning and forwarding its grain. It appears evident that the flat warehouse for sacked grain has had its day and will shortly be found as rare in the West as in the East. It has served its ends and like many a past important factor in the development of the resources of our country, succumbs to the onward march of progress. The change in this case will be accelerated by the adoption of bulk handling facilities by other export countries that meet Western grain in foreign competition.



PLANT OF MANSFIELD ELEVATOR & WAREHOUSE COMPANY, MANSFIELD, WASH.

UNCLE SAM'S CANTONMENTS SOME CONSUMERS OF HAY

BY FELIX J. KOCH.

Lot of it?

Well, really there is such a very stupendous lot of it that if you will stand off to one side and try to sweep it all with your eye, you'll discover that you'll have to change position again and still again, and yet once again still, before you can half-way see it all.

That, too,—remember,—is just the supply of the



CANVAS COVERED STACK OF HAY

moment; it will be changing again and again, and yet again.

Hay, hay,—no end of hay; just one of innumerable provisions made by your Uncle Samuel that his steeds at Camp Sherman, one of the largest of the cantonments, shall be well fed. Like some monster hill-chain it trends along, covered, as against the rain, with canvas, but always ready, this hay. And, at that, stand by a moment and make way; see, there are more and more cars of it coming. What is more, just yonder there are more, ever more, soldiers unloading still more hay from the cars already parked there.

As result, figures on this giant stack are always only of the moment. As we take the picture, there are 250 carloads within sight here. These carloads will average 200 bales per car.

Lieutenant Root, in charge of the hay, tells some interesting facts as regards it:

"The Government," he states, "contracts for hay wherever it may, at moment, be cheapest, buying by the car and this, at the time the photos were taken, at \$28 the ton; 12 tons to the car.

"Arrived here, the hay is assembled on the ever-changing pile in interesting fashion. Fifty men are delegated to the task of unloading, and these are instructed not to pile the new-come hay at top, but to 'stack up' toward the top. The stack, then, will rise until from 65 to 70 feet in height. It is interesting to note that, where possible, men used to this end are Austrians, men intending to become citizens of the United States, but not yet completely naturalized.

"As a rule there will be perhaps 14 cars of the hay in at a time. Work starts on such at 8 a. m. and continues until 11; then goes on again from 1 p. m. until 4. In order that these men may get requisite amount of military drill beside, they are worked on the hay upon alternate days; different shifts succeeding."

In addition to the hay, grain men visiting the camp find no little to interest them in the large grain elevator here.

To this, two silos tower toward the sky; these separated by the shaft with the conveyor belt for hoisting the grain. The structure has no cleaner, nor any of the other usual appurtenances of the ordinary elevator of the trade, but is built wholly with an eye to adapting itself to Uncle Sam's own especial needs. The grain that is bought is in condition to use as it arrives.

Just at the edge of the hay-stacks and within stone's throw of the elevator, too, Uncle Sam operates a wee "dummy" railway, on which varied supplies, straw especially, are hauled from point to point, as required in the camp. Latterly all this

hauling has been done in the night and in absolute dark, in order the better to train men to so load and discharge, when preparing their loads for similar trains, conveying near as can be to the front. Over there, cars and wee engine are camouflaged and run through improvised tunnels and the like, to hide from the foe, but, in last analysis, it is noise which may betray and so caution with this, caution in loading, lest things tumble or fall, must be taught; and it's this good work which is going on, squarely, here.

FREIGHT RATES AND NEW WHEAT PRICES

From June 20 on, for several days, there were conferences in New York of country shippers and terminal market operators, straightening out freight differentials under the 25 per cent advance freight schedules which went into effect on June 25. The final disposition of rates is as follows:

From—	Domestic Wheat.				
	To—				
	Boston	New York	Phila- delphia	Balti- more	New Orleans
Kansas City }	41 1/2	39 1/2	37 1/2	36 1/2	25
Omaha }	30	28	26	25	26 1/2
St. Louis	26 1/2	24 1/2	22 1/2	21 1/2	22 1/2
Chicago	*39	*37	*35	*34	...
Minneapolis }	†37 1/2	†35 1/2	†33 1/2	†32 1/2	...
Duluth }	38	38	37	36 1/2	25
Kansas City }	26 1/2	26 1/2	25 1/2	25	36 1/2
Omaha }	23	23	22	21 1/2	22 1/2
St. Louis	*35 1/2	*35 1/2	34 1/2	33 1/2	...
Chicago	†34	34	33	32 1/2	...
Minneapolis }					
Duluth }					

* Via Chicago. † Via Canadian Pacific.

These higher rates have made necessary an alter-



A HILL OF HAY AT CAMP SHERMAN

ation in the set prices for wheat at the several markets, in order that the shipping expense would not fall upon the producer who was receiving, under the former price scale, just about the amount guaranteed him under the Food Control Act.

After consideration of all factors, the Food Administration announced the price basis on various markets for the grades of No. 1 spring, No. 1 hard winter, No. 1 red winter, No. 1 durum, and No. 1 hard white as follows:

New York, \$2.39 1/2; Philadelphia, \$2.39; Baltimore, \$2.38 3/4; Newport News, \$2.38 3/4; Duluth, \$2.22 1/2; Minneapolis, \$2.21 1/2; Chicago, \$2.26; St. Louis, \$2.24; Kansas City, \$2.18; Omaha, \$2.18; New Orleans, \$2.28; Galveston, \$2.28; Tacoma, \$2.20; Seattle, \$2.20; Portland, \$2.20; Astoria, \$2.20; San Francisco, \$2.20; Los Angeles, \$2.20.

The basis for No. 2 wheat will be 3 cents below No. 1 and the basis for No. 3 wheat 7 cents below No. 1. Grades below No. 3 will be dealt in on sample.

The class of dark hard winter will be bought at 2 cents above hard winter; dark northern spring at 2 cents above northern spring; amber durum at 2 cents above durum, white yellow hard winter will be bought at 2 cents under hard winter; red spring at 5 cents under northern spring; red walla at 7 cents under red winter; red durum at 7 cents under durum; soft white at 2 cents under hard white, and white club at 4 cents under hard white.

ARBITRATION DECISIONS

The Consolidated Grocery Company and the Miller-Jackson Grain Company, both of Tampa, Fla., brought a claim against J. T. Gibbons of New Orleans, the former for \$625 and the latter for \$562.50, for alleged breach of contract which called for shipment of oats on S. S. *Brunswick*, sailing on or about August 6, when in fact the grain was not shipped until a later sailing, August 20.

The breach of contract was sustained by the Arbitration Committee of the National Association but the awards to the plaintiffs were, to the Consolidated Grocery Company \$400.46; and to the Miller-Jackson Grain Company \$422.50.

* * *

The Globe Elevator Company of Buffalo brought claim against Jonas F. Eby & Son of Lancaster, Pa., for the sum of \$112.24 on a freight difference on two cars and the buying in for account of defendants of four cars of reground oat feed. The Globe Elevator Company bought the feed, basis Boston, destination Philadelphia. The freight was only paid to Philadelphia. The first two cars were accepted and debit memos were rendered for \$16.12 each, and defendants were asked that drafts be reduced 4 cents per hundredweight, the rate difference between Boston and Philadelphia. The memos were refused and also the reduction, so the four remaining cars were refused and were bought in at a difference of \$80.

The Arbitration Committee found for the plaintiff and ordered Jonas Eby & Son to pay \$112.24, and 6 per cent and costs of arbitration.

* * *

The Globe Elevator Company made a claim for \$120 against F. W. Brode & Co., of Memphis, Tenn., on two cars cotton seed meal which were lower in protein content than called for in contract. Meal was bought 38 1/2 per cent protein. The cars in question were received at Buffalo on June 15 and June 18 respectively and were loaded out September 15 and September 14. On arrival at destination they were found to be tagged 36 per cent protein. One car was accepted by consignee at \$3 per ton discount and the other was refused and was sold at a loss of \$5 per ton.

The defendants refused the claim, but agreed to an adjustment on the basis of protein analysis of the meal, but as the identity of the meal was lost this was impossible. As the plaintiff had received the meal and held it for three months without any opportunity on defendants' part to protect their interests, the Arbitration Committee held that plaintiffs were estopped from recourse on defendants and were ordered to pay cost of arbitration.

* * *

The Westbrook Grain & Milling Company of Pine Bluff, Ark., brought a claim of \$1,000 against the El Paso Grain & Milling Company of El Paso, Texas, for loss on five cars of corn, the contract for which



UNLOADING HAY AT AN ARMY CAMP

was cancelled by defendants on December 7, the contract calling for November shipment.

The contract had a marginal notation "All sales made contingent upon fires, floods, strikes, breakage of machinery, delay of carriers, and other causes unavoidable and beyond our control."

Plaintiff claimed the delay was due to delay of carrier in bringing in grain and in furnishing cars.

But as they showed no particular effort to obtain equipment and as they did not comply with Trade Rule No. 7, the Arbitration Committee held for the defendant and ordered plaintiff to pay cost of arbitration.

* * * *

The Peirson-Lathrop Grain Company of Kansas City brought a claim against the Collins Grain Company of Fort Worth, for \$476.91, loss on the resale of two cars of corn refused by defendant, plus \$3.50 protest fee.

The trade was made through two brokers by telegraph on April 28, but was not confirmed by the Kansas City broker until April 30. One car was accepted and paid for, but the last two cars were not shipped until May 15, the last day of the contract if made April 30, and two days after expiration if made April 28.

The Arbitration Committee held that the date of confirmation, April 30, was accepted by defendant, therefore the corn should have been accepted by them.

But as it is the duty of the plaintiff to sell the corn to best advantage as soon as apprised of the refusal of the defendant to accept the corn, and as plaintiff did not do this a loss of only 3 cents per bushel on 2,000 bushels was allowed, together with the \$3.50 protest fee, a total of \$63.50 which the defendant was ordered to pay with the cost of arbitration.

* * *

The Mayo Milling Company, Inc., of Richmond, Va., brought a claim against the St. Joseph Hay & Grain Company of St. Joseph, Mo., for the non-shipment of 10,000 bushels of corn. The contract provided for demand draft, St. Joseph terms, "to arrive cool."

Drafts were refused by defendant because security was not furnished against loss if the corn was not cool. Plaintiffs immediately cancelled the contract, and was upheld in so doing by the Arbitration Committee, as there was no provision for a guarantee fund in the contract.

* * *

The Westbrook Grain & Milling Company of Pine Bluff, Ark., and the Pittsburg Elevator Company of Pittsburg, Kan., had a controversy which opened up the question, what is a contract. The exchange of telegrams was as follows, the first being from plaintiff and referring to a car of corn:

Offer is \$1.96 delivered or \$1.86 F.O.B. Pittsburg, answer at once by telegram.

This was replied to by the defendant on February 13 as follows:

Accept offer \$1.86 F.O.B. K.C.S. local point near here.

The transaction was confirmed in writing by both parties on February 13. On February 15 defendant wired plaintiff:

Have received no confirmation from you, shall we

America's Great Rice Industry

America Led the Way in Scientific Cultivation of Rice—Origin and Progress of the Industry in the South—New Methods of Growing and Milling Described

BY EARLE WILLIAM GAGE

STRANGE to relate, a colony of German farmers are responsible for America's present extensive rice industry, which food economists advise will have an important bearing in deciding the war in favor of the Allied Nations.

Just after the close of the Civil War, a group of German farmers, sturdy but disheartened by succes-

profitable industry, and the settlers in all parts of the parish were soon raising it in small fields.

This, indeed, was a revolution, and the native population, strong in its inherent prejudice against conditions that were foreign to it—a common prejudice throughout the world—viewed with pessimism the dawn of the new era in the industry—the drill



THRESHING RICE ON A LARGE PLANTATION

sive crop failures in the Middle West, and tired of the interminable, rigorous winters of the North, migrated to the prairies of southwest Louisiana, where they established rice growing. Here they started growing rice in a small way. They evolved the method of culture which revolutionized rice growing, not alone in the United States, but brought forth some scientific information which, when practiced in Japan, China and India, increased the acreage production three-fold.

Until the arrival of the newcomers rice culture in the United States had differed only in detail from rice culture in the Orient—the same methods of cultivation and harvesting as had obtained throughout the centuries being in vogue. But the Western farmer, fresh from his wheat farm, could not be expected to tolerate a continuation of these antique

was a myth; the binder, on such wet soil, an impracticability; the steam thresher as a substitute to the windrow, a dream; the steam mill, an innovation of a tomorrow far distant. Yet Western enterprise and Western courage could not be daunted, and they find their vindication to-day in such prosperous and picturesque communities as Crowley, Jennings and Rayne, which, rising from the surrounding lateral plain, veritable oases in the desert, stand as lasting monuments to these intrepid pioneers from the West, who, by hewing out a new trail in the wilderness, made possible the present wonderful development of the rice industry of our South.

It is a problem whether Bismark, ruling spirit of the Imperial German Empire at the time, would have permitted these scientific German subjects to have pioneered into our South during the recon-



RICE FIELD WITH IRRIGATION DITCH



SHOCKING THE RICE CROP IN LOUISIANA

book No. 3 white corn per our letter 13, our weights and grades F.O.B. local K.C.S.

To which the plaintiff replied:

Wire date letter 13th received, everything satisfactory, quote more.

The Committee held that this constituted a contract, and as the plaintiff lost \$92 on account of defendant's failure to ship the corn, the defendant was ordered to pay this amount and the cost of arbitration.

conditions—the hand method of sowing must be superseded by the modern drill; the primitive sickle by the binder; ancient methods of threshing—such as pounding the grain with a club and whipping it over a barrel, by the modern thresher, and such old-time methods of milling as tramping the rice out by horse, by the steam mill.

Gradually the results of the labor of these Germans demonstrated that the raising of rice was a

struction period and founded this great rice industry had he foreseen that the present-day production of rice under the Stars and Stripes was destined to play an ace card against supreme German domination of the world.

Perhaps no industry in the South has enjoyed a more remarkable or a more romantic development. First raised in Louisiana on a commercial scale during the Civil War in an attempt to offset the ill ef-

fects experienced by the South in the wanton destruction of the Carolina industry, and found to be so peculiarly responsive to its fertile soil and genial climate, rice soon became a recognized staple in the state, its culture gradually being extended, until in 1880 the harvest aggregated over 100,000 bushels.

In 1887 the work was begun in earnest. New methods and culture and new and improved machinery were introduced, and the industry responded quickly to these new conditions and improvements. Larger fields were found necessary and also more water for the proper flooding of the fields. Gulleys were dammed up and allowed to fill with water during the winter months. Small pumps were then operated by 5 or 6-horsepower engines to pump the water on the fields in the growing season. The small patches inclosed by the old-fashioned slab fence soon gave way to larger fields fenced with barbed wire. The broadcast seeder, attached to the farm wagon, rapidly superseded the planter, with his bucket of rice, sowing by hand. Northern horses and mules rapidly crowded out the diminutive Creole ponies. The little 6-inch cotton plow was laid away or left in the field, and sulkey-riding and gang plows took its place. The old-fashioned three-cornered drag, with its straight wooden handles, found its place in the past history of the country, and its going made room for the spring

growing area to sections that, up to that time, had been regarded as waste lands, wholly unfitted for the growing of any commercial crops.

Unromantic figures can best relate, perhaps, the story of the marvelous development of the rice industry since the introduction of this new great factor. In 1897, the year after the irrigation canal was introduced, there was one plant with less than 10 miles of canal; seven years later there were no less than 80 distinct plants in operation, each capable of irrigating from 160 to 20,000 acres, while today nearly 200 individual companies control more than 3,000 miles of canal and irrigate in the aggregate over 400,000 acres of land. In the same period the number of binders has been increased from 3,000 to 12,000, while the annual crop has grown from 3,000,000 to about 12,000,000 bushels, with an aggregate value of nearly \$25,000,000.

The majority of the large canal companies have for their primary object the irrigation of their own lands or the lands of some other large rice growing corporation, although every company is willing to sell water to the smaller growers. This is generally arranged on a basis of one-fifth of the crop, which, in case of a poor crop or an unsatisfactory market, which cannot occur often in the case of the climatic conditions, and has seldom occurred as regards the market prices, materially reduces the

a quarter of a million acres of land. This is by far the greatest irrigation project ever undertaken in the South, representing an ultimate investment of over \$7,000,000.

Rice culture, the irrigation feature eliminated, differs very little from the cultivation of wheat or any other of the great cereal staples. The ground is broken in the late fall and again in February or January, being harrowed and planted from the first of March to the first of June, according to climatic conditions and condition of the soil. As a rule the seed is planted by drill, although in the alluvial districts a great many growers cling to the old method of broadcasting. Unless the ground is sufficiently wet, the water is turned on immediately after seeding, being turned off again until the grain has not only germinated, but attained a growth of four to five inches, when it is reflooded to about the same depth until a week or so before harvesting time, which usually commences from the latter part of July, according to locality, and extends to about the middle of November.

A crop of rice will yield anywhere from 20 to 80 bushels an acre, this remarkable divergency in the figures being attributable to some extent to local weather conditions, but more largely to careless planting and cultivation and the failure of the grower to restore the fertility of his lands by crop



FIELD OF HARVESTED RICE



BIGGS RICE FIELD STATION, SACRAMENTO VALLEY

tooth, the cutaway, the disk. The man who pounded out a few sacks of rice in a day with his flail, and the next day cleaned it, if the wind blew, stood with his hands in his pockets and stared hopelessly at the steam thresher as it threshed and cleaned from 1,200 to 2,000 bushels of rice per day.

And thus it was that rice became king of the coast counties of Texas and Louisiana. This greatest of all cereals is to this section today what cotton is to other portions of the South, what corn is to Kansas and Nebraska, what wheat is to the Dakotas, and what hogs and corn are to Iowa. More than any other one thing, rice has built up southwest Louisiana and has almost taken the place of cattle in southeast Texas.

The next great era—beyond question the most important in the history of the rice industry—dates from 1896, the year in which the irrigation canal was introduced. This canal was built by the Abbott brothers and the Duson brothers, who have been potent factors in the development of western Louisiana.

Up to this time the farmer had had to depend entirely upon the rain supply for the irrigation of his crop, the canal, except as it applied to the primitive waterway in which the planter stored his rainfall against a later day, being unknown.

What the irrigation canal spelled for the rice farmer needs no emphasis. How many growers had experienced total crop failures through their inability to afford adequate nurture to the growing grain can never be calculated. But their number is legion. The irrigation canal changed all this. It made the grower entirely independent of the elements. Jupiter Pluvius was no longer the patron saint of the rice industry—his dethronement had been absolute. A new star had arisen in the firmament.

The canal method of irrigation was a tremendous success from the day of its inception, and it completely revolutionized the industry, extending the

proportionate obligation of the small rice grower.

In commencing operations the canal company first makes a thorough topographical survey, which makes possible the construction of the main canal and the laterals in such manner as to permit the water to go on at the higher levels and inundate the lower by gravitation.

Some of these canals are enormous propositions, costing anywhere from \$50,000 to \$300,000 and sometimes more; and all of them represent the investment of a great deal of capital, as not only the work of cutting and maintaining the main canal and the lateral ditches must be provided for, but also the erection and operation of power plants adequate to the needs of the particular undertaking, for practically all of the rice in Louisiana is irrigated by pump, the exceptions being the alluvial sections, where the water is syphoned from the river—which, too, have to maintain auxiliary power plants for emergency purposes—and the flowing well, of which there are now some 1,000 in the state.

Some of the larger irrigation plants in Louisiana are: The United Irrigation & Rice Milling Company's project, at Abbeville and Gueydan, irrigating some 50,000 acres; the Louisiana Irrigating & Milling Company's project, at Crowley, irrigating nearly 40,000 acres; the Hunter project, at Gueydan, irrigating 20,000 acres, and the recently completed Schell project, at Washington, irrigating at the present time more than 30,000 acres.

The United Irrigation & Rice Milling Company's plant, originally called the Gueydan, bears the distinction of being the first important project in the state. This proposition formerly irrigated 20,000 acres, but has been gradually extended from time to time, until today it is twice that size.

The Schell Canal represents the last word in rice irrigation, both as to the character and the size of the enterprise. This huge project, the idea of J. Frank Schell, a noted Pennsylvania engineer, contemplated in its consummation the irrigation of

diversification. Some farmers raise only 16 to 20 bushels to the acre, as against a common average for Louisiana of 32 bushels, while more progressive farmers realize an average yield of from 72 to 80 bushels.

In the past, the average Louisiana rice grower has been extremely improvident. In the early history of the industry, the pioneers coined money. Not infrequently, indeed, a farmer would purchase from 200 to 300 acres of land on time payments, and pay for it out of the net proceeds of his initial crop. Fortunes were made on every hand, and it was only natural that the planter should plant rice to the exclusion of every other crop.

This led to decided deterioration, not only in the productivity of the soil, but in the quality of the rice, which soon became impregnated with a very inferior variety, now known as "red" rice, a seed absolutely untrue to its parent Honduran type. The appearance of this "red" rice was the signal of a fall in the yield per acre, and the market value of the grain, and sounded the death-knell of the one-crop idea.

With the dawn of diversification the rice industry of Louisiana is beginning to assume a stability that would not have been possible under the old order of things. Many rice farms are now absolutely self-sustaining, raising their own corn, foodstuffs, cattle, mules and poultry, and leaving rice as the cash crop. Crop rotation is fast restoring the fertility of the soil, and seed selection, the quality of the grain.

After being threshed the rice is either sold in the field to the agent of one or other of the large rice mills, shipped to the mill direct, or consigned to one of the central rice milling points, such as New Orleans, Beaumont, or Houston; about one-third of the total crop being disposed of through the factor on the floor of the New Orleans Board of Trade, which organization is a ruling factor in controlling the prices of this commodity for the entire country. About three-quarters of the annual crop goes direct

to the mills, of which there are some 75 in Louisiana, 20 of which are located in New Orleans, and the balance distributed at convenient points throughout the rice belt.

New Orleans, in the "Mill A" of the National Rice Milling Company, boasts of the largest rice mill in the world. This mill has a capacity of nearly 10,000 bags in 24 hours, as against a common average of 1,200 bags for the other mills of the state. There are several other large mills in New Orleans, as well as at Crowley, Eunice, Jennings, Gueydan, Abbeville, Lake Charles, Lake Arthur, and other points in the rice belt.

A visit to a rice mill is a unique experience. The rice is received at the mill warehouse in sacks weighing about 180 pounds each, which are unloaded from the cars by belt-conveying machinery of a somewhat similar character to that employed in the grain elevators of the West, being elevated into bins by regular grain elevator machinery. From the bins the rice is run through separators, which remove all foreign substances from it. It is then fed into the center of the hulling stones, which are revolved at the rate of 250 revolutions per minute, and through centrifugal action the rice is forced through the perforated ends of the upper and lower stones, a process which removes the hull from the grain. From these the rice is passed through what are known as the fanning machines, which remove the hulls by suction. A very ingenious German separator then turns back the unhulled grains to another set of stones, for about 25 per cent of the rice that passes through the initial set of stones comes out unhulled.

The rice is then passed through what are technically known as hullers, this really being a misnomer as the hulls have been removed already. The huller is a cylinder within a metal case, the rice passing in at one end and out at the other. This serves to remove the oily cuticle that covers the grain, this by-product being known commercially as rice bran, and commanding a high value as a cattle food.

From here the rice passes to what are known as the brushes. The brushes are upright cylinders covered with leather, which polish the rice against a wire screen, leaving behind a white powder known as rice polish. From the brushes the rice goes to the polishing drum, where, through friction, the highly polished appearance, which is found in nearly all finished rice, is obtained. From there the rice goes to the clean rice separators, where the broken grains are separated from the whole grains and the various commercial grades are separated and packed according to their size and uniformity.

Rice finds its chief use today as a staple article of human food and in the manufacture of beer, about 10 per cent of all Louisiana crop being used for the latter purpose. Approximately one-sixth of the entire American crop is shipped at present to Porto Rico, the balance, with the exception of occasional consignments to Cuba and considerable quantities to France, England and Italy, during the present food shortage in those warring countries, is consumed in the United States. California and Texas produce large quantities of rice, as well as Arkansas.

Rice farming at present offers opportunities even greater than wheat growing, for the reason that there is a greater demand for rice and a shorter supply, inasmuch as but a limited area of our whole country is adapted to its culture. The cost of labor is about the same as for wheat.

The future of the rice world was very great even before the change in world food demands created as a result of the European conflict. Its future at present cannot be predicted, but it is far beyond human comprehension.

The late Dr. S. A. Knapp of the Bureau of Plant Industry of the Department of Agriculture, who played a more important role than any other man in the upbuilding of this industry, in speaking of rice, once said:

"Rice forms the principal food for one-half the population of the earth. It is more widely and generally used as a food material than any other cereal. Where dense populations are dependent for food on an annual crop, and the climate permits its cultivation, rice has been selected as the staple food.

A combination of rice and legumes is a much cheaper complete food ration than wheat and meat, and can be produced on a much smaller area. As a food material rice is nutritious and easily digested. Even rice polish, or flour, which is sold at the mills at about a cent a pound for cattle feed, or exported abroad, will, when appreciated, be in demand for human food, as it contains 10.95 per cent of protein, in comparison with 7.4 per cent for the clean rice."

COMMERCIAL STOCKS OF GRAIN

The commercial stocks of wheat reported to the United States Department of Agriculture in a food survey for June 1, 1918, amounted to 17,068,487 bushels. This refers to stocks actually reported and does not represent an estimate of the total commercial stocks of the country. Neither do the figures include stocks on farms on June 1, for which



LARGE RICE MILL IN HOUSTON, TEXAS

no data are available. According to the statement just issued by the Department these stocks were held by 9,576 firms out of a total of 13,109, submitting reports (the firms consisting of elevators, warehouses, grain mills and wholesale grain dealers), and were 38.2 per cent of the stocks held by the same firms on June 1, 1917.

The commercial visible supply figures as published by the Chicago Board of Trade show only 146,000 bushels of wheat, as against 28,896,000 bushels a year ago, and the Bradstreet figures for June 1 show 4,479,000 bushels, as against 34,876,000 bushels for the same date in 1917. The Board of Trade figures cover commercial holdings in about a score of large cities; the Bradstreet figures cover those holdings and those in certain smaller markets, in all about 50. The food survey figures cover practically all commercial holdings throughout the country. These figures indicate that the stocks of wheat in the primary markets were largely depleted and that the commercial holdings were confined for the most part to the smaller interior points.

The commercial stocks of other cereals on June 1, according to the Department's statement, were as follows: Corn, 32,834,521 bushels; oats, 42,943,610 bushels; barley, 8,228,164 bushels, and rye, 3,178,105 bushels. These stocks represent the following percentages of the corresponding stocks on June 1, 1917: Corn, 149.5 per cent; oats, 90.6 per cent; barley, 121.7 per cent, and rye, 208.8 per cent.

The commercial stocks of flour were: wheat flour, white, 4,433,515 barrels; whole wheat and graham, 153,966,000 barrels; rye flour, 1,005,691 barrels; and

HIGH GRADES FOR WHEAT UNDER FEDERAL STANDARDS

Federal standards for wheat have resulted in high grades for the Northwest wheat crop of 1917, according to figures compiled by the United States Department of Agriculture. The report shows that 58.9 per cent of the entire hard spring wheat crop marketed up to March 1, 1918, received better grades than No. 2 northern spring. This 58.9 per cent, or 44,524 cars, represents premium grade wheat over the contract grade, while under former standards only 18 per cent during the best year of the last 10-year period received grades higher than the former contract grade, and the average for 10 years was only 6.3 per cent. The Federal, No. 2 northern spring grade, it is pointed out, corresponds in quality to the former No. 1 northern of the Minnesota standards, and the trade adopted

the Federal No. 2 grade as the basis or contract grade, as against the former Minnesota No. 1.

That country elevators are not under-grading the farmers' wheat is indicated by published figures showing the per cent of the crop falling into each grade at country elevators and the per cent of the crop by grades as received at terminal elevators. The country elevators covered by the figures include elevators in Minnesota, North Dakota, South Dakota, and Montana. In Minnesota 54.8 per cent of the wheat received at country elevators was graded No. 1, while the figures for North Dakota show 78.4 per cent, and the average for all four states was 64.7 per cent.

MORMON WHEAT TO HOOVER

The Mormon elevators in Utah which have been kept filled with wheat, against a possible famine or a more probable seed shortage, since the days of Brigham Young, have been scraped clean during the past two months to help the Government in its urgent need. All the wheat in storage, aggregating something over 200,000 bushels, has been turned over to the Food Administration.

Illustrations of types of these Mormon storehouses appeared in the "American Grain Trade" a short time ago. They showed the primitive type, used when the wheat saving was first inaugurated, and the latest design, a concrete elevator of the most modern design and construction. With the new harvest the empty bins will be again filled with new wheat of a superior seed strain.

A Grain Elevator Tour in War Time

No. 8—Equipment of New Basin Elevator

BY JAMES F. HOBART

THE machines in this elevator are each and all separately driven by electricity, a separate motor being installed for each machine. At present, in addition to the three elevators, there are two mixing belts, two oat clippers, several cleaning machines and some feed grinding mills for occasional use as required, which, it was stated, was not unless they could not help it.

Cleaning and drying machinery is ready for use and the coming spring will, if demands allow, see the installation of bleaching apparatus, the electric method to be used. "But," Superintendent Futvoys naively stated, "we shan't need the bleach as long as the war lasts, for everything and anything does now!"

THE SACKING DEPARTMENT

As stated last month, the railroad track passes directly through the elevator building. Immediately above the space devoted to trackage, is the sacking rooms, 16 concrete storage bins having been constructed overhead, with hopper and gates below the bins. The space directly below the sacking bins is a "clear-story" and four automatic scales, mounted upon trolleys and running on overhead tracks, may be moved from bin to bin, two scales being located under each of the two rows of sacking bins.

The floor of the sacking room is double, there being about five feet between the two floors, and an opening through the upper floor has been left from one end to the other, save where the supporting beams cross. The long narrow open spaces thus left in the upper floor are filled with wooden traps, left loose, and made in short lengths so the sections may be easily raised and placed one side. Whenever one of the scales is run along to receive grain from one of the bins, two of the wooden traps, one on either side of the scale, are raised.

Through the openings thus made, sacks of grain may be dropped directly upon drag conveyors, one of which is placed directly below each line of sacking bins. When a scale is in operation, one man operates that machine and three other men are required to sew the sacks as fast as filled from the scale. The filled sacks are carried by either of the two conveyors the length and across the width of the three-story warehouse.

At the end of each drag conveyor, a cross conveyor of the same construction is located. Sacks of grain may be carried to the end of the long drags and delivered upon the cross conveyors, or, by means of two angular cut-outs on either drag, the sacks may be deflected, literally scraped off the conveyors and delivered upon chutes which lead the sacks directly into box cars which may have been spotted upon the track, perhaps after having been moved a few feet from the unloading position over the sinks described last month.

DRAG CONVEYORS OR "RAMPS"

These drag conveyors, or "ramps" they might better be called, are surely great savers of labor in the trucking line, handling sacked grain in this elevator from weighing scale to car floor, or to street truck, without any other handling whatever. Perhaps I should qualify that statement a bit by saying that the ramps are capable of so doing, but as installed in this elevator, they are evidently not doing their full duty, through some peculiarity of their setting-up.

These ramps, as now operated, required the services of a laborer at the point where one ramp delivers to the other, a distance of a little more than a foot, across which the sacks of grain must be pulled by the attendant. The two ramps are located upon the same level, and the sacks do not slide across the space between the end of one ramp and the side of the other. Had one been installed a few inches lower than the other, the sacks would evidently pass across the interval without assistance and without the expense of a laborer at that point.

It occurred to the writer that the difficulty might be entirely obviated by removing the plank across the sidewise grain of which the filled sacks must

now slide and replacing the plank with one or more rolls. If this did not entirely cure the trouble, placing a "live" roll there, would surely effect a complete cure and relieve the management of the expense of two men.

A similar difficulty was observed where the deflectors scraped the sacks from the ramps. The "deflectors" at these points, were heavy planks mounted at 45 degrees with the ramp and sacks coming along and striking against the deflecting planks, were supposed to slide along the plank, off of the ramp and fall to the chute below.

But, it did not always work that way. A sack of oats was found very apt to catch between the bottom of the plank and the slats of the ramp and, this being a case of plenty of power both to push and to stop, something had to let go, and the sack was the victim, being the weaker element. Therefore a man had to be stationed at each intermediate delivery point along the ramp to pull the sacks off before the deflector tore holes in the sacks.

Here surely was a case of "underdone engineering." The ramps were fine as far as they went, but they had not been perfected as far as they should have been. The deflectors, solid pieces of timber, mounted strongly, to slide up and down along vertical shafts, were not what was required for deflectors. In their place, should be mounted a couple of pulleys on the two vertical shafts, said pulleys connected by a belt, then when the sack hit against the deflector, instead of an unyielding plank, the belt would move along with the sack and gently guide it off of the ramp.

A "LIVE-BELT" DEFLECTOR

The construction could readily be made still more efficient by making the above described belt a "live" one, driving it at the same rate of speed as the ramp, then a sack or any other object would be gently carried off of the ramp without the least danger of tearing the most delicate sack. Even paper sacks would be safely unloaded from the ramp by such a "deflector." The above remarks are not offered in a spirit of criticism, but with an earnest endeavor to improve the already good equipment and to enable the builder of the ramp in question (I do not know who made it) to still further perfect and improve his output.

Still another improvement should be made. The main ramps, both of them are nearly 150 feet long, each, and while the working fold is carried upon rolls and a track, the return, or bottom fold of the ramp apron, must needs drag its entire one-hundred and fifty feet of return length back over wooden skids placed for that purpose and so arranged that the carrying surface of the ramp bears directly upon the skids in question.

Already, furrows and channels are beginning to show in the surface of the ramp upon which the sacks must be carried and from which they are to be pulled off, either by man-power or by some form of "deflector." There can be but one result in this case. In time, the ramp slats will become scored to such an extent that they will sieze and tear the sacks which are being dragged over the slats and then there will be rank profanity all along the line. It surely seems to the writer that a manufacturer of machinery should at all times keep "his weather eye open" to defects in his output and take steps to remedy and improve, instead of placing said apparatus where its defects are very prominent.

The "ramp" system, above described, save from the few defects noted, is a well planned one and handles the work of the elevator admirably and also does much more than the work of the elevator and the warehouse. In addition thereto these ramps do all the trucking of the feed mill which as stated in a preceeding chapter, was located on the far side of the elevator building from the warehouse.

All the shipping, warehousing and storage for the feed mill is done by the elevator company in its warehouse. In fact, all the storage of raw material is handled by the elevator, small quantities of each kind of material used, being chuted over by gravity

to the feed mill as required, gravity taking the material directly to the feed mill working bins after once the material has been sent to the top of one of the unloading elevators, the one next to the feed mill being logically the one for that business although the loading-out leg will command the feed mill bins.

In like manner, after the feed has been mixed and sacked, it is thrown upon the ramp above described, which extends along the entire length of the elevator building, and into the feed mill for the purpose of receiving the output of that mill. Thus, not only does the ramp handle the feed mill sacked output, but it handles the sacks from the four automatic scales.

Not only does the ramp handle the output of both departments named above, but it handles them at the same time. The writer has seen oats, corn and "sweet feed" thrown upon the ramp indiscriminately and as it was sacked at several points along the ramp. But, in the warehouse, laborers pull from the ramp, at certain places, each kind of material as it passes the points where it is desired that each kind of material shall be unloaded.

At the time of the writer's visit sweet feed was coming over on the ramp and was being piled in the warehouse. A shipment of oats for Havana was also coming over and this material was pulled from the ramp by a "nigger and a deflector" at a point where the sacks fell directly into a trap in the floor, underneath which was a chute which led right into a box car. At the same time, corn was coming along the ramp and this was sent to two places. Some of it being pulled from the ramp into another chute which led to the far side of a car upon the second, or outer railroad track which ran through the elevator.

Thus the chutes from the ramp permitted loading on either side of cars upon two tracks. In addition to the car loading of corn, above noted, which was going on at the same time oats and sweet feed were being handled, the man who pulled the corn sacks from the ramp would let some go past him occasionally and reach the cross ramp or drag, along which they went to its end, and thence fell directly through another trap in the floor, and into a chute which shot the sacks down to the ground floor, and right out of doors directly into a wagon or truck which has been "spotted" in front of the chute. Thus was the ramp handling three kinds of material at the same time and delivering same in four separate places.

SOME FINE CHUTES

Loading chutes have been mentioned several times in the foregoing description and the warehouse appeared to be "full of chutes," some of which led to the railroad tracks while others pointed in the opposite direction and landed material on the side of the house adjacent to the street and canal. Shipment to points reached by boats from the canal required the trucking of the sacks about 150 feet. A plank runway upon trestles was kept in readiness to be laid in place in a very short time, and over this runway, shipments were sent by hand trucks directly on board the boats.

But those chutes! From the top or third story of the warehouse, the chutes led down and out, on an easy incline, right through the second story and terminated at railroad track or at team door on either side of the warehouse.

The lower end of each chute, on each floor, was made to be raised or lowered at will, and to be raised up, out of the way when not required for use. Thus, when material was to be chuted from the top or third floor of the warehouse, the lower end of the chute on the second floor—the end of that one of the several chutes which was to be used—would be lowered until it led directly into the trap in the second story floor, thus making practically a continuous chute from the top floor to the freight car door.

But when material was to be taken from the second floor of the warehouse then the lower end of the chute on second floor would be raised out of the way and sacks would be dumped into the floor trap and into the lower floor chute either from a truck, or from some portion of one of the ramps above



TRACK VIEW OF NEW BASIN ELEVATOR, NEW ORLEANS

described, according to where the grain to be shipped might be located in the warehouse. When the lower chutes were not in use, they were also hoisted up out of the way.

IN THE SWEET-FEED MILL

Mr. Gibbons, the owner, while talking with the writer in the downtown office, reiterated his statement of: "Be sure to see the feed mill." And that mill and its methods are surely worthy of attention. As stated, the material is all drawn from the elevator, save the cotton seed which comes in bulk, directly to the floor of the feed mill and is there handled in the best manner possible. The writer saw some of the "lintless" cotton seed while in the feed mill and that seed is surely a great improvement over the ordinary kind.

The various ingredients of the several feeds made are carried in bins, each of which has below it a worm conveyor which is equipped with a ratchet motion for feeding out the material as required. And, right here, is where the machine men should get busy and design better feed mechanism than the ratchet conveyor methods now in use.

As far as accuracy and effectiveness is concerned, the conveyor does well enough for the purpose, but the present manner of operating a worm conveyor feed surely makes a man's teeth set on edge when the old ratchet movement begins to wear and to "pound!" For small bins, the present appliances work fairly well, but when a big worm conveyor extends the entire length of a 16-foot bin, and has to be started three or four times a minute, then it surely is not long before the ratchet wears full of lost motion and its pound may be heard all over the place.

It surely is up to the machine men to bring out a satisfactory drive motion for feed conveyors, which will be continuous instead of intermittent, and circular instead of reciprocating in its action. Then, will a lot of time and machinery wear be saved and placed to the credit of the good designer who brought such good things forth.

MOLASSES AND THE WET MIX

In this feed mill the "wet-mix" is surely a good one. A large double conveyor, 16 to 20 feet in length, with one length above the other, receives the ingredients after they have been dry-mixed pretty well by passing through sundry elevators and conveyors; then the molasses is dropped into the long conveyor, close to where the feed material enters and the wet mixing takes place along the entire double length of the conveyor.

The molasses is handled by a unique method which is said to give far better and more accurate results than ever was obtained from the "gear-pump" which formerly was used and which was discarded in favor of the method now in use. The molasses when received at the mill, is run directly into an underground concrete tank which has a capacity of 10 carloads of the sweet stuff.

A double plunger, belted pump, electrically driven, is located on a level below the tank. In the top portion of the feed mill, is a service tank into which molasses is pumped as occasion or convenience requires. That there be molasses at all times in the service tank, is all the requirement in that direction, and attention is given to this end of the molasses question by one man, whose duty, or a part thereof, is to keep molasses in the service tank at all times.

Immediately above the long double mixing conveyor, which is filled with ribbon flights from one end to the other, is a platform weighing scale, upon which is located a tank about two feet square and of about the same depth. Into this tank, molasses flows, from a pipe leading from the service tank, in which the molasses, in cold weather, is heated enough to make it flow readily.

The molasses flowing from the tank pipe, passes through an automatic valve upon the end of said pipe, and this valve is operated by the weighing scale above mentioned. At the time of the writer's visit, the weights on the scale beam were set to 60 pounds. When that amount of molasses had collected in the scale tank, the automatic valve would close down on the supply from the service tank. When the tank emptied a bit, the automatic valve opened more and the molasses in the scale tank resumed its proper level again.

The molasses flowed from the bottom of the scale tank, through a short pipe and a valve, directly

into the mixing conveyor. The valve on the outlet of molasses in the scale tank remained at an almost constant level. This adjustment was only necessary after the weights on the scale beam had been changed. Then, one or two adjustments of the valve in question would bring the molasses delivery to work well until another adjustment of the scale weights should have been made.

When more molasses was required in the feed, the scale would be set to hold more molasses in the tank, say 70 to 80 pounds. When less was required in the feed, the scale weights would be set back to 50 or perhaps to even 40 pounds, and a readjustment of the valve on the molasses scale-tank would be required. A separate line of bins and another mixer was in use for making chicken feed, but this machine did not chance to be in operation at the time of the writer's visit.

MAN-ELEVATOR ATHLETICS

There is a "man-elevator" in use in this elevator which certainly needs a bit of attention from some good machinery designer, same as was recommended for the ramp or drag conveyor. The "man-elevator" is all right as far as it goes, only it is apt to go a bit too far—sometimes—for occasionally a man gets a ride on it which he does not like. The elevator itself is of the regulation type, the necessary foot and hand supports having been placed upon an adequate belt which was electrically driven by a separate motor, and controlled by means of a rope elevator-pull extending from top to bottom of the "leg."

But the elevator was belt driven from the motor, a tight and loose pulley for the shifting belt which was moved by the elevator rope above described. There was no brake on the elevator, and here is where the fun (?) began. Occasionally a man would step on to go up, start the elevator and be on his way, when another man would step on below the first man. Then, another man stepped upon the "down" side of the elevator, and as he reached his destination, stepped off and naturally stopped the elevator by shifting the belt upon the loose pulley.

But here, the two "going-up" men, suddenly found themselves going down in a pea-green hurry, and they did not stop until they sprawled upon the floor of the lower story of the elevator. They were unhurt, but mighty "skeered" and the things which they said about that elevator would not look well in "The Grain Trade"!

It would seem to the writer, that the millwright should rig a brake which would be automatically applied by the pull on the cord which shifted the belt from the pulley. Or, better yet, rig such a brake, but, instead of using a shifting belt, make the cord-pull stop and start the electric motor which drives the man-elevator. This would ensure still greater safety and would also save current by stopping the motor when the man-elevator was not required.



NEW BASIN ELEVATOR FROM THE BASIN

National Hay Men at Cleveland

Association Celebrates Twenty-Fifth Anniversary With One of the Best Conventions in Its History

THE shadow of the Great War was the only thing which prevented the Silver Jubilee Convention of the National Hay Association from being a superlative celebration. However, this served to inject a patriotic note into the proceedings and apparently did not affect the size of the attendance. A large crowd assembled at Cleveland for the three days' meeting, July 9 to 11, and their interest in the well-arranged program was sufficient to keep the Assembly Room of the Hotel Staterly well filled at each session. A cooling Lake Erie breeze tempered the July weather and helped to put pep into the proceedings.

TUESDAY MORNING SESSION

President Clark called the first session to order at 10:20 a. m. on Tuesday, July 9, and Rev. A. B. Meldrum of the Old Stone Presbyterian Church, Cleveland, delivered the invocation. The entire convention joined in singing *America*, after which the address of welcome was delivered by Floyd E. Waite, Director of Parks and Public Property of Cleveland. The address laid particular stress upon Cleveland's great and growing industries, the part the city has played in the war and emphasized the fact that the welcome was extended not merely to the hay men as such, but to a patriotic body of American business men.

The response for the Association made by E. M. Wasmuth of Huntington, Ind., reviewed the progress of the country in the quarter century-existence of the Association; what the Association itself had done in that time. He pointed out that in its infancy the Association had come to Cleveland for a convention, and expressed the pleasure that all in the present big organization felt in returning to Cleveland for the Silver Jubilee.

THE PRESENT DUTY

H. H. McKeehan of Cleveland delivered an address upon "The Present Duty," the theme of which was the part that business men have in winning the war. It is their duty to think clearly and act promptly and efficiently. We who are permitted or compelled to remain at home must back up those in the front line trenches to the limit of our ability both individually and collectively. If the United States engages in the war in the same proportion that England has done we will have 17,000,000 engaged in the work of war. Our Government will spend during the coming year \$65,750,000 every day and it will be necessary to help with our money. New loans are coming and we must be ready for them. The easiest thing to get in this war is bright, young intelligent manhood for soldiers. The hardest thing is to get sufficient self-sacrifice on the part of civilians.

MEMORIAL ADDRESS

The memorial address was read by Warren H. Dean of Auburn, N. Y. It commemorated six members of the Association who had died during the year, these being: Trave Elmore, St. Louis; Frank J. Lennon, New York City; W. B. Wells, Indianapolis; James Simpson, New York City; A. W. Miskey, Butler, Ohio; D. O'Sullivan, Richmond, Va.

PRESIDENT'S ADDRESS

President Clark delivered his own report and that of the Board of Directors (an important message to the trade) as follows:

Today we assemble in convention in our twenty-fifth annual meeting—our Silver Jubilee—marking a quarter of a century of work in behalf of the up-building of one of the greatest resources of the country. I feel it a great honor to be the president of the National Hay Association on so great an occasion as this.

The world is passing through the greatest struggle ever known, the War of Nations. We are in a critical situation. It devolves upon America to supply a large per cent not only of food but of munitions, soldiers and all other supplies needed for the carrying out of this gigantic and awful war. The patriotism of the citizens is most commendable; we all know that in the call of the Government for funds for Lib-

erty Bonds, Red Cross, and War Savings Stamps, in almost every section we have gone "over the top" and have done better in each successive drive than we did in the former.

Have you ever thought that what you love is of more importance than what you know? If you love wisdom, you will acquire wisdom. If your heart is in the winning of the war, you will be more willing to give generously and work harder for its success.

"Not for Self, but for All."

We know that for the last 40 years Germany has been learning war, while the United States has been devoting her time and energies to pursuits of peace and to the up-building of citizenship and industries. Germany's desire has been for brute strength and cruel strategy to carry on this work, and in the education of men for war atrocities, she has sacrificed her morals, while America has succeeded in raising the standard of morality and patriotism until now that the test has come, our American men are making good in the best sense of the word and are not failing their country in her time of need. Our object in entering the war was not the acquisition of territory nor to gain greater power in the ruling of other nations, but was to down Prussianism, to make the world safe for democracy, and to unite all peoples into one great peace-loving nation, in accord with our motto "Not for self but for all." It has been left for America,



DAN. MULLALLY, VICE-PRESIDENT W. M. TOBERMAN, CHAS. D. OARLISLE AND R. P. ATWOOD

entering the war at the critical moment, to win the great struggle for all time, and we will do it.

All communities, all religious sects and denominations have been united in their efforts in this war. The Red Cross, the Y. M. C. A., the Salvation Army, the Knights of Columbus have all united and are putting forth their combined efforts to answer the great call of Humanity. War has battered down prejudices and jealousies. We are now one people, intent on ridding the world of Prussian militarism, and no one is seeking glory or reward for doing his full duty. All are presenting a united front and there can be only one outcome—triumphant victory for human liberty.

Conservation of Food Supplies.

In the conservation of food supplies, the people of the United States have acted very patriotically. To people of means, especially, when they have been accustomed to have all the delicacies of the season, it has been a hardship to eat substitutes which were not as palatable, but they have been willing to do this and the saving that it has made surely is wonderful. America in the past has been ranked as one of the most wasteful nations in the world in the use of her food supplies, but now we have learned how to economize along this line and this is going to be of great value to our people—more so than we realize at the present time. It has given us the opportunity to conserve, which we would not have done under other circumstances.

Transportation.

In reference to the work of the Transportation Committee for the year, there is less than usual to report, due to the fact that there has been no opportunity for work. This has been a period in which transportation has been so over-taxed that the shipper has had no opportunity to gain recognition. There has been but one side to the whole problem, which has been in favor of the carrier.

With the advent of Government operation of railroads, there has been but little to do except abide by the rules and dictates of the officials. The recent

advance in rates is sufficient evidence to indicate that the carriers have more than gained their point in contending that they have deserved greater remuneration.

Under the present conditions and with the railroads taxed to their utmost, embargoes being placed, there is little that can be done during the war period. I would suggest, however, that the Transportation Committee keep a close watch on the rulings so as to prevent discrimination. On account of hay being a bulky commodity, there is more liability of the hay shippers suffering because of congestion and embargoes than the shippers of heavier commodities.

Grades and Inspection.

Much has been accomplished in the acceptance of our grades and inspectors this year. Shortly after the last convention, a committee was requested to meet in Washington with the Quartermaster's Department as to the grading and handling of hay, and it was with a great deal of satisfaction that this committee prevailed upon the Government to accept the grades of the National Hay Association. This I consider of great importance to all hay shippers, and the Government, by recognizing the National Hay Association, has put us on a higher level than ever before.

It is with great pleasure that we report the following markets adopting our grades this year: St. Louis, Mo.; St. Joseph, Mo.; Cincinnati, Ohio; Unadilla, N. Y. This is a gratifying result to have been accomplished in any one year.

We approved inspectors at the following cities: St. Louis, Mo.; St. Joseph, Mo.; Norfolk, Va.; Richmond, Va.; Omaha, Neb.; Birmingham, Ala.; Unadilla, N. Y.

More competent inspectors are required, and I would recommend that all markets keep in close touch and watch their inspectors closely so that there is no

injustice done, either to the buyer or seller. We have had many complaints regarding inspections, and a number of shippers have complained bitterly that the inspectors were not competent and they have been subject to great losses on account of rejections, both by the demurrage accruing and the cost of shipping to other markets. We all know that a rejected car is hard to dispose of when the fact of its rejection becomes known, even though the hay should not have been rejected.

Applications for Inspectors.

As in the past, we have had many applications for the appointment of inspectors under Rule 1 of the Inspecting and Weighing Rules by shippers and individuals and not representing an Exchange or organization. By some we have been bitterly criticized for not appointing same, but under our rules, it is prohibited. However, as per requests of former presidents, I feel that we should be able to give an inspector to all those asking for same, in markets where it would warrant the employment of same, providing that individuals were willing to bear the expense of such an inspector appointed by the National Hay Association.

Our Trade Rules are obsolete and antiquated. They need revising, and I trust that at this meeting they will be changed so that they will be up-to-date.

Appointment of Committees.

It was the pleasure of the president to appoint a committee composed of George S. Bridge, C. E. Walter and J. H. Devlin, to attend the Congress of the National Security League at Chicago, February 21 to 23.

On March 18 a committee was appointed to confer with the Transportation Department at Washington for the purpose of securing cars more readily for the shipment of hay. The committee consisted of the following members: H. W. Robinson, D. S. Wright, Samuel Walton, J. Vining Taylor and your president.

On May 8, a meeting of a committee from the Michigan Hay and Grain Association and one from the National Hay Association was held at the Hotel Sherman. Same consisted of T. J. Hubbard, Albert Todd, F. L. Young, G. W. Defoe, Mr. Van Dusen, John L.

Dexter, John H. Irwin, W. I. Biles, Mr. Kirby, J. Vining Taylor and R. B. Clark. The purpose of this meeting was to find out just where the hay interests stood in regard to the Government contracts. We met with Mr. Bridge at the Quartermaster's Department and a lengthy discussion was held which later proved of great benefit to the Association.

I was requested by Mr. Bridge on May 13 to meet at his office in the Quartermaster's Department with a committee to suggest better means of handling hay shipments for the Government. Appointed on this committee: Mr. Biles, Mr. Huffine, Mr. Dan Wright, Mr. Goodrich, Mr. Young, Mr. Taylor.

Directors' Meetings.

The first meeting of the Board of Directors was called at the close of the convention at Chicago at the Sherman Hotel on July 26, 1917. After organization and election of the various committees, J. Vining Taylor was retained as secretary-treasurer and Morton Longnecker as assistant. The various committees shown in our report were elected. At this meeting we accepted the invitation of the Chamber of Commerce of Cleveland to hold our Twenty-fifth Annual Convention, which would be our "Silver Jubilee," at Cleveland on July 9, 10 and 11, 1918. It was unanimously adopted inasmuch as Cleveland was where the National Hay Association was organized 25 years ago, and it would be the most logical place logical place and certainly was due the city of Cleveland to hold our convention there this year.

On account of the expense and the fact that there were no matters of great importance to be acted upon, it was decided not to hold a mid-winter meeting.

Our last meeting was held here yesterday.

Our Paper—"The National Hay Press."

After much thought and deliberation, the Directors decided to issue a paper of our own to further the interests of the Association. This has proved a great success and I feel that it has filled one of the long-felt needs of our Association. By this means, we can come in closer touch with all members each month and can bring before them topics that otherwise would require an immense amount of work and an additional expenditure of money for mailing, and would not cover the ground as comprehensively. This venture has also proved a financial gain to the Association through the advertising. The editing of the *Hay Press* has, of course meant a great deal more work on the part of the secretary's office, but our able secretary and his assistants have proved themselves fitted for the work imposed, and we must compliment them on the success achieved.

Our Finances.

The past year has seen advances in the cost of all commodities. The necessities of yesterday have become the luxuries of today. One of those necessities of which we have been obliged to raise the cost is the membership fee in the National Hay Association, which in the past has been \$7.50 and now is \$10. this price including subscription to the *National Hay Press*. However, even at the increased cost, we cannot yet put such a membership into the luxury class—it is decidedly one of the necessities with all the hay shippers of the country and every day we are receiving new memberships, showing that the hay dealers are realizing the need which our Association is filling.

To show our loyalty, we subscribed by a unanimous vote of the Directors taken by mail, \$2,000 in Liberty Bonds, and I hope that our finances may be such that on the next call, we will be able to duplicate this subscription. This is the best investment in the world from whatever angle it may be considered. An investment by a citizen or an organization in Liberty Bonds or War Savings Stamps is safe, as the resources of the United States are behind same. The money so invested is all used in one way or another to maintain, support, arm, equip and make victorious our armies and our Allies in Europe. Surely no American money could be put to a better purpose.

The expenses of the Association this year will probably be greater, caused by the number of conferences held at the request of the Government and of Association members as conditions arising necessitate immediate action for the interests of the Association. The expenses of editing the *Hay Press* have been more than met by the receipts, so that in this department there is no extra cost to be charged up to the Association.

Crops.

At this time, from the reports at hand, the acreage of hay is estimated at 69,531,000, or 99.3 per cent of last year. On June 1, the condition of hay is placed at 89 per cent against 85.1 on June 1, 1917, and a ten year average of 88 per cent. The condition of one month ago was 89.6. The above conditions forecast a crop of 107,000,000 tons. The average production of the last five years was 95,400,000 tons.

Personal.

It was with a great deal of reluctance that I accepted the presidency of the Association a year ago, as I felt that there were other members of the Association much more entitled to this office and who were more capable of executing the duties of president of the National Hay Association. However, it has been a pleasure to me in more ways than one. It has put me in closer touch with the members, and I feel that it has broadened my scope of knowledge and better fitted me for all duties which may devolve upon me in the future.

At this time, I want to personally extend to W. H.

Toberman, our second vice-president, of St. Louis, and C. M. Rice of the Nebraska Hay Company, Omaha, Neb., my sincere thanks for the efficient work that they have done in behalf of the Association the past year. Mr. Rice, at his own expense, issued a number of circulars and mailed them to the hay men in Iowa and Nebraska, and through his efforts a number of new members have been secured.

Harry W. Robinson, our worthy chairman of Transportation, has been on the job the past year as always heretofore, and deserves much credit for the great service that he has rendered, not only to me, but to the Association. He is a man always to be relied upon and his judgment is of the best.

In the past year, the work in the secretary's office, I can safely say, has been greater than ever before, and if we had not had an experienced and capable secretary, it would have been impossible to have handled the great amount of work that has been disposed of the past year. Our secretary, J. Vining Taylor, as you all know, is one who is always at the helm. No amount of work discourages him; he has been called on trips when I know that it has been a great hardship for him to accept, and with Mr. Longnecker out of the office the past few weeks, it has been doubly hard. I feel that in our secretary, we have one man in a thousand, and should we lose him, I am frank to say that I do not know where a man of his ability could be obtained to carry on the great work of the Association. In my work I have been thrown in close touch with Mr. Taylor and this close relationship has been a very great pleasure to me, and I have found in him a man of untiring energy and devotion to the cause which he serves. There are times when words can scarce express our feelings, but it is from my heart that I say that to me he has

all the delegates were taken on a lake trip on the steamer *City of Buffalo* as guests of the Cleveland Hay & Grain Exchange.

WEDNESDAY MORNING SESSION

At the start of the Wednesday morning session, the report of the State Vice-Presidents was read by Chairman Rudolph Raabe. Mr. Raabe summarized the letters he had received, showing that there would be a fair crop of hay, about $\frac{1}{3}$ timothy and $\frac{2}{3}$ clover and clover mixed.

The amount of hay at country points was greater than anticipated. Better baling of hay and more uniform grading was urged. The report also recommended that a membership campaign be instituted which would bring the total to 2,000 members. It was suggested that each state vice-president map out the campaign in his state, and appoint district leaders to interest prospective members in their localities. This would not only relieve the secretary's office of an unnecessary burden, but also prove a better and surer method of adding to the membership.

THE ASSOCIATION'S HISTORY

"Looking Backward 25 Years" was the title of an interesting history of the Association prepared and read by Chas. England of Baltimore as follows:

The officers of the Association who arranged the program for this meeting and selected the subjects doubtless had in mind, although this is the twenty-



S. S. M'CURDY AND J. C. ALLEN OF ADAMSVILLE, PA., AND CHARLES WALTERS OF CHICAGO

been, not only a splendid assistant, but a wonderful friend, in the truest sense of the word.

In retiring from office, I wish to request all members to co-operate with the officers of the Association. If you have any ideas to set forth, write the secretary and have same published in the *Hay Press* and in this way we can become a stronger organization and further our cause.

Right along this line, I also wish to urge that at our meetings all this week, all members be present as far as possible as our program will be interesting and a good audience should be present at all times.

In the past year, I have met many friends in connection with my work; to the requests that I have made of them, not one has failed to respond if he could possibly do so, and I again wish to thank every member of the National Hay Association for his loyal and efficient support.

Upon motion the report was referred to a committee of five appointed later.

There were no legislative matters referred to the Legislation Committee during the year and the report of that committee read by the secretary, was therefore very brief.

APPOINTMENT OF COMMITTEES

The president then appointed the following convention committees:

NOMINATING—H. W. Robinson, Dan S. Wright, D. W. Clifton, H. G. Carter, Geo. Wilcox, Dan Leas, F. L. Young.

RESOLUTIONS—Chas. England, B. A. Dean, T. J. Hubbard, H. A. Bascom, S. W. Phillips.

BOARD OF DIRECTORS' REPORT—H. G. Morgan, C. D. Carlisle, Fred. Williams, R. M. White, E. A. Grubbs.

CREDENTIALS—Leo Gilland, Geo. W. Short, C. H. Wade.

AUDITING—P. E. Goodrich, Egil Steen, H. W. Smith.

Adjournment for luncheon followed after which

fifth meeting, 25 years carries us back beyond the formation of the Association to the time when it was first thought of.

A retrospect of 25 years turns the mind back over a period that gives opportunity for infinite thought in the survey of an active life. What countless memories flood upon us in such a reminiscence, recollections of failures, disappointments and hopes long deferred or happiness realized and hard won achievements. A quarter of a century is a long time in the life of an individual; to a Government or an organization 25 years is only a span, but into its duration may be crowded many acts affecting life or influencing destiny, but the last analysis must determine utility and whether existence was worth while.

Association Strength in Membership.

Time upon this occasion confines this subject to the Association and forbids more than a review of its aims and accomplishments. There could be passed in array before you the many unselfish men of rank and file who have devoted their time and energies to the creation and advancement of the Association. Some have gone to their eternal reward, others are spared to witness the result of their labors. It is said that ancient Rome was great because she always had great kings. This Association has been successful especially through its membership. In the beginning the leaders outlined its form, but in the sequence the membership directed its policies and every man that has held office was the free choice of the members. There is not a single instance where important official position was obtained by intrigue or by common political methods. The Association has not elected its officers in a perfunctory manner but always selected them with due regard for their fitness to the occasion. The opinions of self ambitious men to the contrary notwithstanding. The inclination among the membership to co-operate with each other has prevented sectional controversies and made cliques impossible. The motto of the Association, "Not for Self but for All," is not a borrowed phrase or one adopted as a slogan to influence the unthinking or catch new members, but is an expression born of the Association and descriptive of its acts and methods. It is an abbreviation of all its rules and poli-



GROUP OF HAY CONVENTIONITES ASSEMBLED ON A SPECIALLY CONSTRUCTED STAND OUTSIDE OF THE HOTEL

cies, and therefore means all that the motto implies. During the past 25 years this country had wonderful growth. If the National Hay Association progressed relatively with the general development then its existence has been fully justified. Twenty-five years ago the population of the United States was 65,000,000; today it is approximately 108,000,000. The wealth of the country then was \$65,000,000,000; now it is \$255,000,000,000. The railroad mileage 25 years ago was 175,691; at present it is 259,287 miles. The value of the hay crop in 1892 was \$490,427,000; in 1917 it was \$1,360,000,000. There were 15,498,140 horses in this country 25 years ago; now there are 21,563,000. The total of all farm animals and their value 25 years ago was 169,212,813 head, valued at \$2,461,755,698; now there are 213,491,000 head valued at \$8,263,524,000. Any fairly well managed organization could without effort drift in the current of this prosperity, but the position of the National Hay Association today shows that during this time it has been an active force and a means of bringing to this country some of the wealth it enjoys.

Birth of National Hay Association.

Twenty-five years ago most men in the hay business were inclined to take every possible advantage of all those they came in contact with. If a man knew how to best prepare his hay for market or knew of a favorable market for it he kept the knowledge to himself and selfishness was the rule of unorganized business. The dishonest merchant was quite as common then as the dishonest shipper or baler. These are some of the conditions that convinced the late Willis Bullock of the need of an organization that would put the hay business upon a decent level. Upon his own initiative in 1893 he called a meeting of hay dealers at Syracuse, N. Y., for the purpose of considering the interests of the hay trade generally. This meeting was attended by hay dealers from many sections of the country and as a result an organization, local in character, was effected, which was composed of only a few members. Having accomplished this much, Mr. Bullock visited the principal cities for the purpose of awakening interest in his movement and to cultivate a more friendly feeling among the trade. His efforts were not everywhere successful at first, but he persevered and continued to travel from place to place at his own expense. It was not until the second meeting after this Association was formed that he was reimbursed for this outlay. In 1894 Mr. Bullock sent out a call for a general meeting of the trade. Later this meeting was postponed until January 22, 1895. In response to this call a large number of representative hay dealers came together in this city and the National Hay Association was started upon its career. Mr. Bullock lived to see the result of his labors. He died December 26, 1908, having attended every convention of the Association up to and including the meeting at Cedar Point, Ohio, July, 1908. He was a man of high character and ideals and his sterling qualities are reflected in the rules and by-laws, which he helped to form.

Incorporation of Association.

The Association was chartered August 8, 1896, under the laws of the State of New York, with the following incorporators: D. A. Baker, Wm. B. Harrison, P. W. Pitt, Willis Bullock, W. Byron Abeling, Geo. S. Blakeslee, Wm. W. Granger, J. A. Bruhaker, Geo. W. Voris and J. D. Carscallen. This charter was for a period of 15 years. Before its expiration an effort was made to obtain a national charter from the United States Government by a special act of Congress. A bill was prepared and passed one branch of Congress but failed

of passage in the other, dying on the calendar with the close of the session. The following Congress passed an Act providing that no charters would thereafter be granted by that body, but enacted a code for the District of Columbia by which charters could be obtained. Under this law the present charter, conforming to the by-laws of the Association, was granted on January 18, 1910, the incorporators were Ralph L. Galt, John B. Daish and H. W. Robinson.

The men who attended the meeting in this city in January, 1895, were earnest and free from selfish motives, therefore their deliberations were harmonious and their work showed a degree of fairness unusual in a body composed of representatives from many sections and of various interests. Next to the formation of an Association upon broad and decent principles was the necessity for the prompt elimination of many of the abuses among the trade and relief from the disadvantages under which business was suffering and these were largely embodied in the questions of hay grading and transportation.

Hay Grades Established.

In the establishment of hay grades the greatest fairness was shown. Never was a subject approached with more honest intent or a more earnest desire to fairly serve public interests. Selfishness did not creep in and the uninfluenced wisdom and experience of practical men combined to serve all fairly alike. At subsequent conventions from time to time some individuals or sections endeavored to change the grades to suit their own business, but these efforts were failures and the only modification in the grades was to make them more effective and they practically stand today as first written by those broad-minded men. That the grades have remained practically unaltered for 25 years and no general demand for their change, proves their national character and fairness, also their inestimable value to producer, consumer, shipper and dealer in hay generally, and they should be maintained in principle for the next 25 years to come.

When the Association came into existence transportation conditions were about as bad as they could be. There were railroad officials in high positions apparently under the domination of speculative moneyed interests, having little consideration for the innocent investor who had put his savings into railroad securities or for the general public who were patrons of the railroads. Rebates and concessions to favored interests was the rule and given without secrecy.

Railroad Abuses of the Past.

In 1895 a larger railroad mileage was in receivers' hands than ever before recorded, and it was claimed that nearly 75 per cent of the receiverships was the result of speculators wrecking the properties after seizing control. During the early years of this Association it contended against these conditions, but it was then like leading a forlorn hope. The officials of the Association nevertheless persevered, little realizing that they were sowing good seed which would later grow and produce. All the time it was influencing opinion and making the public mind more appreciative of the miserable railroad conditions. The Association in its youthful strength and gaining experience all the while, labored determinedly, though meeting opposition from some railroad officials who arrogantly trampled upon the rights of others and contemptibly met every plea for justice. If these men were ever famous their fame will die with them and when there is made up a record of the empire builders of this country their names will be wanting and not missed. They were servants of mammon and

not imbued with any sense of fairness. Their doings were below the labors of the coral insects that work and die to build physical continents.

There were few, if any, commodities subjected to greater discrimination or more unfair treatment than hay. In 1894, Classification No. 12 was promulgated by the carriers. This contained many unfair and unreasonable provisions which were a burden to those not favorites with railroad management or recipients of rebates. Among other impositions this Classification provided for a uniform bill of lading the terms of which relieved the carriers from their common law liability in regard to merchandise entrusted to them for safe and proper transportation, practically depriving the shipper of every right to which he was entitled.

The Famous Hay Case.

In 1899, railroad management desired to obtain increased revenue from traffic, notwithstanding the cost of operation was lower than for many years preceding. A general freight advance would have met opposition, therefore, the carriers devised the scheme of reclassifying certain commodities thus increasing the rates. With this in view they promulgated Classification No. 20, effective January 1, 1900, and by it 849 Articles were re-classified, among which was hay. Hay was advanced from 6th to 5th class and the freight was thereby increased from \$1 to \$1.40 per ton, according to locality. This Association promptly opposed Classification No. 20 and filed a protest with the Official Classification Committee of the Trunk Line Association. Also on January 22, 1900, petition that the new classification be suspended until April 1, 1900, in order that many unfilled contracts based upon the old rates should not be interfered with. This request was granted, but the carriers postponed hearings on the classification from time to time and finally declined to grant them. Therefore, on July 31, 1901, complaint was filed with the Interstate Commerce Commission claiming unreasonableness and discrimination under Classification No. 20. Hearings upon this complaint were held in Chicago and Washington. The case was argued before the Commission February 14, 1902, and submitted for its decision on February 19, 1902. This case was vigorously pressed by the Association and its counsel. There were 1,700 pages of testimony. On October 16, 1902, the Interstate Commerce Commission rendered its decision, unanimously sustaining the contention of the National Hay Association that the reclassification of hay was unreasonable and unjust, and on November 10, 1902, issued an order in conformity with their conclusions, serving notice on the carriers to desist charging the new rates on or before December 1, 1902. The railroads refused to comply, therefore the Interstate Commerce Commission, at the request of this Association, on March 16, 1903, filed a petition with the United States Circuit Court for the Northern District of Ohio sitting at Cleveland to enforce their decree against the defendant carriers. The Court was chosen because within its jurisdiction there were more of the defendant carriers than elsewhere. The case was presented to the Court by eminent counsel on behalf of the Interstate Commerce Commission. In January, 1905, the Court rendered its decision dismissing the Commission's appeal on strictly legal grounds, no attention was given to the facts or whether the rates were unreasonable. The Court said the petition of the Commission must be treated in its entirety and in the opinion of the Court the order which the Commission had issued against the carriers was beyond its power to make and therefore not a lawful order



STATLER, CLEVELAND, FOR THE ANNUAL CONVENTION PICTURE, WHICH WAS TAKEN AT NOON ON WEDNESDAY, JULY 10

which the Court was empowered by the statutes to enforce. The Interstate Commerce Commission promptly took an appeal to the Supreme Court of the United States. This tribunal in May, 1906, handed down its opinion. The Supreme Court, by equal division of the Court, one judge not sitting, affirmed the decree of the Court below. The decree of the last Court was upon the law and not upon the facts and the fact remained that the classification of hay was unjust and unreasonable. This disposed of a famous case, started in 1900, and persistently contested in every tribunal for over six years.

More Power to Commission.

Much time is taken here to refer to this case because of the importance attached to it by the Interstate Commerce Commission and the Courts and its effect upon the public generally as well as upon Congress. Because of the agitation of this matter several bills were introduced in Congress to give the Interstate Commerce Commission power to enforce its decree when just and reasonable. During the progress of the case a Committee of the Association called upon the President of the United States and submitted to him the facts as brought out in the presentation of the case before the different tribunals. The President was deeply interested and stated that the hay case was one of the striking examples of the necessity for legislation and that it was the design and purpose of the Administration to insist upon a proper amendment of the Act that adequate relief should be given shippers, producers and receivers. At the following convention in July, 1905, the President was elected an honorary member of the Association in appreciation of his position in regard to rate legislation in which the Association was so deeply interested. Our members have a just feeling of pride in this effort of the Association and if it had done nothing more, there is sufficient in this work to justify its existence because it helped to change oppressive conditions and bring about a hopeful era. While fortunately railroad affairs in many respects have improved in late years and the evils of discrimination have ceased, it is observed with regret that some railroads show less breadth of view and consideration for hay as an article of commerce than interests connected therewith have a right to expect. It therefore seems fitting to suggest that members upon every proper occasion bring to the attention of railroads the importance of a proper supply of hay for domestic purposes and for use of our armies abroad and the necessity of some plan to secure a more adequate and regular car supply, also a prompt and reasonable movement.

As a further illustration of the activities of the Association, an instance is cited which occurred while one of the measures for the enlargement of the powers of the Interstate Commerce Commission was pending in Congress. A bill was under discussion and late on a certain Saturday afternoon an amendment was offered which, if adopted, would have practically nullified the act. This amendment escaped press notice, but the representative of this Association at Washington learned of it very late in the day. He immediately called to his assistance members of the Association from adjacent points and during the evening telegrams calling attention to the amendment and its effect, were sent to 160 organizations and influential business men throughout the country. The next day, Sunday, a printing press was engaged and there was mailed to every member of Congress, a memorial protesting against the amendment and calling attention to its effect. A large number of organizations and

business men responded by sending telegrams to their Representatives in Congress, with the result that the amendment was stricken out and it was believed that this action forestalled an attempt to make inoperative the Interstate Commerce Law.

The amendments of the Interstate Commerce Law in 1906 and in 1910 ended discriminations and prevented carriers from arbitrarily increasing rates in the future.

Arbitration Instituted.

At the convention in 1896 arbitration rules were discussed and at a meeting the following year they were adopted and a committee established to handle arbitration cases. Probably this was the first national association to arrange for arbitration of difference between members and the handling of these cases has been an important feature ever since, resulting in much good to the trade and creating a better understanding among the members of the Association.

It would be a voluminous, although very interesting history to recite in detail the many other activities and achievements of the Association. It has participated in every important business reform movement since its organization. It was closely identified with that splendid man, the late E. P. Bacon, president of The Interstate Commerce Law Convention, in the effort for appropriate legislation to make the orders of the Interstate Commerce Commission self-executing. The Commission was deprived of this authority by the United States Supreme Court in 1897 when it defined the Act of 1887. It was supposed, prior to the 1897 decision, that the Commission had power to prescribe a rate. The Association has frequently knocked at the door of Congress advocating legislation in the interest of the shipping public; has appealed to State Legislatures when a principle was involved, and upon every occasion represented the highest ideals of a business organization or association. It has stood for strength and concentration; for intensity and achievement and endeavored to bring men together in order to lighten the burdens of all and has been a fine example of efficient team work in which all participated with a proper spirit. On the other hand it has not been free from perplexities and disappointments, but always in a proper spirit received blows when giving them. However, the recollection of its reverses is buried under the record of its achievements and been mellowed by the influence of time.

The Future.

Having reviewed the past as fully as time upon this occasion admits, it is inconceivable, because of the record of the Association, that there should be no thought of the future, and we should turn about and face the other way to consider briefly what of this Association in the stirring days in which we are in the midst. The problems that confront you are not the same that absorbed so much of your time during the past. In regard to grading, satisfactory methods obtain in all the principal markets and any material change in the rules hereafter will be under the auspices of the United States Department of Agriculture and the Association will be only called upon to suggest and co-operate. Transportation, which has been of chief importance in the past is now under direction of the United States Government. By a proclamation of the President, on December 28, 1917, all railroads in the United States were nationalized and the order of things when there is a change in the all rate regulation passed to Federal control. We are in an age of railroad management that will become historic. It is impossible to forecast what may be

world's conditions that have brought all this about, or even to say what methods will be adopted in the near future, Government regulation which is essentially experimental will continue until the end of the present war and possibly longer. In any event a return to old competitive conditions is not probable. Neither does Government ownership appear likely from present viewpoint. After the war will come readjustment which will be upon a more equitable basis than existed prior to Government control; then the voice of this Association should be heard in the councils that will bring about the new order.

Association Must Not Be a Slacker.

There will always be matters of more or less local importance claiming attention of the Association, but these alone are not worthy of the efforts of a strong national organization. Increase in membership and funds in the treasury are not of themselves objects worthy of any organization. The officers of the Association have had a justifiable desire to increase the membership and accumulate funds, but it is better that every dollar owned by the Association, also every member, should be at work. A large balance in the treasury is not evidence of strength nor does a large membership indicate efficiency. It is the team work of both money and men that count. It is evident to every thinking person that this splendid organization should not, under present world conditions, be satisfied to give its time alone to small things. We should not with the adjournment of this meeting simply look forward to the time when we shall meet again. One year of comparative indolence at this important juncture in the world's affairs may cause the Association to disintegrate. Not for its own preservation, but for the higher and more important reason of patriotic duty it should throw itself into the world's struggle for better things and in its own way and with its entire strength do the things it can best do. There can be slacker organizations as well as slacker men. The members of this Association are not slackers and want their Association to be in the front always. Our country is engaged in a conflict in which it will be the determining factor. The war will not be won through the enemy's weakness, but by our strength. The United States is in it "Not for self but for All" and this Association cannot demand that its members live up to its motto and ignore what it requires of others. If it does, then the words of its motto should be rearranged to read "For self and not for All." There is no intention to criticize any official of the Association, all of whom have rendered excellent service, but the Association would have distinguished itself had it been active in the Liberty Bond Propagandas and Red Cross work. Most business men regard Red Cross subscriptions as the best kind of insurance. Every life saved by these faithful workers and restored to the ranks is one less man to be sent from here and may mean that your son or employe can remain at home. The Association established a precedent 20 years ago by contributing to the relief of the sufferers from the tornado that devastated Porto Rico, and later giving to the victims of the San Francisco earthquake.

Germany's Challenge.

This country is at war with the greatest military power the world has ever known. We are fighting an alliance of the brutish Prussian and the unspeakable Turk guided by the Prussian Autocracy, not a people's government, but a privileged class which governs by the claim of absolute right. A system which rules downward and not upward from the people. In short, it is the Hohenzollern family of Prussia that seeks

to dominate the world. A ruling power that has violated every rule and principle of international decency. While at peace sent spies into every friendly country and at the same time cunningly incited its own people to hate every other nation. When the mask was thrown aside and its form revealed in all its hideousness a confiding and trusting world was astounded. When at war, no atrocity has been too evil for its hand. Blood, outrage and robbery is its creed. Belgium violated, Serbia and Roumania devastated and their people murdered, and Russia turned into a hell, all furnish evidence of the ruthlessness of Prussian methods and a warning to us that should Germany triumphantly dominate the seas how she will strike at America. There is no fear that she will be triumphant over our spirit and resources. The great heart of the American people throbs with determination to prevent such a culmination and its strong arm is already raised to strike. Only a few years ago the world heard the cry "Deutschland Uber Alles" which sounded like a whine in this liberty-loving country. This noise has died out in the past without leaving an echo and everywhere is heard the strong American voice "Not for Self but for All" as proclaimed by the President in his message that put hope into the hearts of all despondent peoples. Let us take to ourselves his words in that memorable and inspiring message to Congress.

A Universal Challenge.

"The challenge is to all mankind. . . . We are accepting this challenge of hostile purpose because we know that in such a government, following such methods, we can never have a friend; and that in the presence of its organized power, always lying in wait to accomplish we know not what purpose there can be no assured security for the democratic governments of the world. . . . To such a task we can dedicate our lives and our fortunes, everything that we are and everything that we have, with the pride of those who know that the day has come when America is privileged to spend her blood and her might for the principles that gave her birth and happiness and the peace which she has treasured. God helping her she can do no other.

HAY MEN'S PART IN THE WAR

George S. Bridge, Chief of the Forage Branch, Quartermaster's Department, Chicago, gave an interesting talk on "What Can the MMembers of the National Hay Association Do Toward Winning the War?" Mr. Bridge spoke as follows:

It affords me great pleasure to be able to tell you something of what the Forage Branch of the Fuel and Forage Division of the Quartermaster Corps is doing; also to tell you what we think you can do to assist us in furnishing the enormous quantities of forage required for our Army, and I am glad to have this opportunity to express to the members of this organization the appreciation that I feel for the help that has been rendered to us by your officers, and I am proud to be a member of an organization which is trying to do so much for their country.

The plans that the Forage Branch is operating under were formulated about a year ago, largely by members of your Association, who, realizing the large amount of forage that would be required, saw the absolute necessity of evolving some plan whereby it could be gathered together with the least possible disturbance of market conditions.

Prior to that time the Government had purchased practically one kind of hay and one kind of oats; today we are purchasing all kinds, and in most instances several grades of each kind. That is, we have broadened our specifications so as to take forage from all sections of the country, endeavoring to supply the camps with forage grown, to as great an extent as possible, in the immediate vicinity of the camps, thereby saving transportation.

Government Business by Plan.

When I assumed the duties of chief of Forage Branch, it was with the understanding that the business should be operated in accordance with the plans that had been formulated, that is, that ample storage should be supplied at all camps, that we should arrive at some plan of paying cash for our requirements, that everything should be purchased on grade, and that competent inspectors should be installed at all camps, ports of embarkation and recompressing plants. This has been no small task, but I am pleased to say that today we are in a position to pay your drafts on presentation, we have competent inspectors at most of the camps, and in a short time hope to have them at all of the camps; large warehouses have been erected at practically all of our camps and those warehouses, together with ones now under construction, when completed, will furnish ample storage facilities for both hay and grain; the same is true of ports of embarkation.

No one realizes more fully than I do the fact that there were delays shortly after the opening of this office in the making of payments. The Government had never done business on the present basis before; we had to form an entirely new organization, which required time; many little annoyances have arisen, due to this condition and the rapid increase in business, and you have been patient and you have co-operated with us, which we fully appreciate. It is the aim of the Forage Branch to do everything in keeping with good business principle.

When you realize that our daily requirements of forage are more than that of a dozen of our largest



THREE LIVE ONES FROM DETROIT
C. M. Martin, J. L. Dexter, M. G. Ewer.

cities; that we are purchasing forage from the Great Lakes to the Gulf and from the Atlantic to the Pacific, to supply not only our more than 150 camps and posts at home, but also for our possessions in the Far East and for our Armies overseas, you will understand that it was no small task to form this organization and weld it into an efficient and economical operating machine. This we have done. We are purchasing, looking after the transporting, storing, inspecting and accounting of forage at a minimum expense.

I have said to you, and truthfully, that you have done much; you have been lenient and you have helped us along, but there is far more that you can do; that is my reason for being here today—to tell you what you can do to render us still greater assistance.

This war will be won by men and money, and we must all work with that one end in view. By utilizing our man power to its fullest extent, both at home and abroad, victory is brought nearer, the end of the war is hastened.

Difficulties of Transportation.

The railroad companies are taxed to their utmost. Never before in the history of this country have they handled such a volume of freight as they are today. Therefore, every shipper should see that not a pound of forage leaves the farm that is not feedable; no freight should be offered to the railroad companies that is not essential, and every car should be loaded to at least its minimum capacity.

Duties of Dealers.

To you who are purchasers of hay, I say that you should unload your cars with minimum delay. During the past year the railroad companies have used their embargo privileges very freely, which tends to unsettle market conditions. I realize this is a very difficult problem to solve, but shippers and commission merchants should co-operate to the fullest extent, to prevent, as far as possible, the necessity of the railroad companies taking such action in the future.

In supplying hay to the Government you should be even more careful in your grading to see that it is



P. A. MURPHY, CLEVELAND GRAINS DRYING COMPANY; A. E. WILLIAMS, GATES ELEVATOR COMPANY, AND C. E. ARTHUR, CLEVELAND MILLING COMPANY

strictly in accordance with contract, than you would be in sending it to terminal markets. If cars are not furnished you promptly for Government loading, you should advise the office of the Forage Branch immediately, so that they may be secured for you without delay and a steady flow of forage to the various camps kept up, thereby doing away with possible congestion.

It is your duty to see that the army is supplied with forage. We are depending on you. Uncle Sam is your best customer; see to it that he gets what he wants when he wants it.

You must gather these supplies from the producer and you should submit your offers to the Forage Branch regularly, whether they be for one or one hundred cars, and if quality, location and price are satisfactory, purchases will be made.

The Quartermaster General's office furnishes the specifications as to what shall be purchased, and it is the duty of the Forage Branch to make purchases in accordance therewith and to see that the deliveries are in accordance with the purchases. This is where we can utilize the services of a number of members of this organization—this is where I have some criticism to make—you have not been as free in offering your services to the Government in this regard as you should have been.

Men Wanted.

I realize that it is not an easy matter to shape one's affairs so as to enter the army, leaving your business, your home, all your interests, but it is from your ranks that we must seek recruits for our inspection force, as many of the men who are inspecting and superintending the handling of forage at the camps at the present time are young men who are eager for active service at the front. Many firms represented here can spare one member of their organization for this duty. Men between 40 and 60 years of age can perform this duty just as well and possibly better than the younger men who are needed at the front. They are the men behind the guns, and you and I are the men behind the men behind the guns.

It is the duty of those who remain at home to see that the boys are supplied with everything they need. If you are not doing something useful, something to help win this war, get in line and do your bit. There will be only two classes in this country, and the lines of demarcation are fast forming—those who stayed and those who went. Don't be a "Stayer," be a "Wenter."

We have over a million men on the front line today; by the end of the year we may have over two million there, and a year from now it is possible we will have four million over there. Consider what this means in the line of production, of ships, cars, munitions of war, food, clothing, all sorts of equipment, straw for bedding for the men—besides the hundreds of thousands of horses and the forage required for them.

I trust my few remarks may have been of some benefit, and I am sure that now that your attention has been called to our needs that you will thoroughly co-operate with the work of the Forage Branch in furnishing forage for the army, so that when we have driven the Hun across the Rhine and written a treaty of peace for him in accordance with his just deserts, that it may be said of the members of the National Hay Association that they have more than done their full duty.

In the absence of Harwood Frost, chairman of the Committee on Statistics, the secretary read the report, which amplified and brought up to date the tables of information always printed in the Year Book of the Association.

REPORT OF SECRETARY

Secretary J. Vining Taylor then presented his annual report as follows:

This has been the most unusual year in the hay business and in the secretarial work that I have ever experienced. I am sure that every gentleman within the hearing of my voice will agree to this. We have had everything to contend with that could be thought of—naturally brought about by war conditions which we have undergone for the past several years. These obstacles, as it were, have been met gracefully and patriotically by each of you, but the future does not look very bright yet. I fear that the hay man's bed will not be one of roses the next 12 months, if transportation problems have anything to do with it. We are not so narrow but what we realize that it has been a problem for the carriers to move the traffic and tonnage offered them and that war material and munitions should have precedent over everything else, but at the same time the "Home Fires" must be kept burning, and commercial business should not be handicapped any more than absolutely necessary.

Crop.

The present crop of hay, which will be estimated at 107,000,000 tons, has been produced on an estimated acreage of 69,531,000, or 99½ per cent of last year's production. We find it will run 60 to 65 per cent clover and light mixed hay. It has been an ideal year for clover. In many instances the timothy meadows have been taken by volunteer clover. The old crop is cleaned up pretty well, and we don't believe over 15 or 18 per cent is left in farmers' and shippers' hands.

Chronology.

The president's and secretary's office have both been busy in the interest of our members. The following

is a synopsis of some of our movements since the last convention:

On July 28 advice was received that Julius Rosenwald, chairman of the Committee on Supplies of the Council of National Defense, desired our Association represented at Washington, D. C., for the purpose of finding where to purchase supplies of hay and forage for the Government armies. President Clark attended the conference which resulted in the appointment of G. S. Bridge, John North, John E. Murray and Theodore Huffman as the Purchasing Committee for the Government. Our grades were adopted by the Government and used as a basis for buying.

October 12 the president and your secretary visited

representing The National Hay Association. The meeting was both interesting and profitable.

President Clark appointed a committee to go to Washington, March 13, to appear before the Food Administration, Transportation Department, with a view of trying to get our members some relief in respect to car supply. We were most courteously received and given assurance of relief by the Administration, in fact, our Association was asked to handle the matter for the Administration. All requests for cars for hay were to come through our office. We were glad to comply with the request of the Administration and did the best we know how in handling the matter. The committee was as follows: H. W.

doing things this year that have been of vast benefit to the Hay Trade. During the year 1917-18 we have received 265 members, carrying over from last year's report 1126, giving us a total membership on July 1, 1918, 1,391 members. As usual, we have had resignations, dissolutions, failures, suspensions, deaths, and non-payment of dues. This will have to be deducted from the total. We have lost from the above causes 156 members, leaving a membership at this time of 1,235. We are very grateful to our members for their interest in the membership campaign this year, as they have rendered valuable services.

Arbitration.

Arbitration cases received this year, 200; 6 cases referred to committees; 20 members suspended for refusing to arbitrate or to abide by the decision of the committee; 20 cases appealed to the Board of Directors; 3 cases withdrawn; 125 cases of unimportant character, of which no official record has been kept, were presented and settled; 15 cases now under preparation.

I cannot refrain from criticising those who have been suspended for the fact that they either agreed to arbitrate and failed to abide by the award, or refused to arbitrate after agreeing to abide by our rules and regulations. It seems almost unbelievable that in this enlightened age business men should be so narrow as that.

By direction of the Board of Directors we purchased \$2,000 of Liberty Bonds of the Third Loan, and they are in our vault at Winchester.

This office feels that our trade rules should be carefully reviewed and revamped by a very strong committee appointed by the president. We have found during the past 12 months, many instances where these rules are vague and antiquated, in fact, did not cover the operations under question. We hope this can be done and the committee report back either before or at the next convention.

Secretary Taylor also read a brief financial report, showing total receipts from all sources of \$13,408.93. Balance previously on hand was \$6,490.19 and disbursements \$12,366.31, leaving a balance of \$7,533.81.

REPORT OF TRANSPORTATION COMMITTEE

H. W. Robinson, chairman of the Transportation Committee, submitted the following report:

The causes of transportation difficulties are sufficiently familiar not only to the hay trade, but nearly all business, therefore it is unnecessary to attempt to discuss or review same in any general way.

Numerous railroad measures which would have been, and in some instances were challenged and opposed in previous years, have become effective with little or no opportunity to be heard before the pre-war tribunal handling such matters. In fact, the powers and duties of the Interstate Commerce Commission are confusing to say the least, since our railroads have been taken over by the Government.

Rules governing the reconsigning of freight pending



CLEVELAND, TOLEDO AND TORONTO ARE REPRESENTED IN THIS JOVIAL BUNCH

St. Louis for the purpose of encouraging the adoption of our grades. With the splendid assistance of our 2nd vice-president, Mr. Toberman, and other gentlemen in that market, we succeeded in getting our grades through and the approval of their inspectors, who were passed on on December 12, after examination. We also secured at that time several new members in the St. Louis market.

On the 18th day of October, the *National Hay Press*, our official organ, made its first appearance. So many requests had been received in our office for the issuance of a little hay paper to take the place of our bulletins, which were crude and antiquated, that we put it up to our Directors and they approved the trying-out of the scheme. What degree of success we have achieved in nine months we will leave to you to decide after hearing the financial report, which will follow later on. The paper was admitted as second-class matter at the Winchester postoffice on the 19th day of October, last.

On the 2nd day of November we were informed that the postal rates would be increased, which accounts for our postage bill being so large this year. Had it not been for that we could have cut this down at least \$250.

December 11, in company with President Clark, your secretary made a visit to Omaha, St. Joseph and Kansas City in the interest of the Association, which resulted in the approval of the inspector at Omaha and St. Joseph; also of our securing quite a number of new members in the cities mentioned. This kind of work keeps our Association before the hay interests of the country, and we believe it should be continued.

We are pleased to report the following markets adopting our grades in full during the past year: St. Louis, Mo.; St. Joseph, Mo.; Cincinnati, O.; Unadilla, N. Y.

Also the approval of inspectors as follows: Henry E. Schulte, St. Louis, Mo.; John T. Rogan, St. Louis, Mo.; W. O. Awalt, St. Joseph, Mo.; J. R. Bond, Norfolk, Va.; C. L. Gregory, Richmond, Va.; W. F. Green, Richmond, Va.; J. C. Pederson, Omaha, Neb.; M. J. Kendrick, Birmingham, Ala.; Geo. D. Frear, Unadilla, N. Y. Never in one year before have we approved half as many inspectors, which goes to prove the reliability of our standards.

On September 25 your secretary attended a meeting of the grain dealers in Buffalo, N. Y. This convention was a large one, and very interesting and instructive.

December 14 members of the Food Administration called a meeting of the hay interests in the Administration Building, Washington, D. C., to talk over the advisability of licensing hay merchants. All hay dealers were requested to take out licenses January, 1918, to become effective February 15. This office offered its services to the Government in putting this license in the hands of every hay dealer in the country, which the Government accepted to a certain extent, and we materially assisted them in this work. We distributed thousands of application forms, thereby placing our Association before the hay shippers and receivers in a light that we have never had an opportunity to do before.

On February 14 I attended a meeting of the Michigan Hay & Grain Association Convention in Detroit,

Robinson, Cleveland, Ohio; D. S. Wright, Weedsport, N. Y.; Samuel Walton, Pittsburgh, Pa.; President Clark of Chippewa Falls, Wis., and J. Vining Taylor, secretary, also a committee from the New York State Hay Dealers Association.

Inspection at Cincinnati.

May 13 the Government feeling the need of a competent inspector in the Cincinnati market to assist in their work at that point, requested that our assistant, Mr. Longnecker, be allowed to go to Cincinnati and take up this line of work. While it handicapped us to a great extent, feeling that it was our "bit" to do it, Mr. Longnecker was sent to Cincinnati and took up his duties there on the above date. This was done after a conference with Mr. Bridge, one of our Directors and chief of the Forage Branch, Quartermaster's Department, U. S. Army.

June 5, much to our pleasure, Cincinnati adopted



A SOCIAL INTERLUDE BETWEEN SESSIONS

H. L. Frisinger, J. W. Moser, Geo. W. Churchman, Lou McGlaughlin and J. L. Wiser.

our grades in full and is now using our rules on a plug-track system.

The work of our office, of course, has been along the usual lines, except for the fact that it has almost doubled the past year, necessitating, after we lost Mr. Longnecker, the installation of an additional stenographer. We now have two stenographers and one assistant in the office and the work is going along in a very satisfactory, harmonious manner.

Our membership has grown so that it has reached the highest point that it has ever been before, accounted for by the fact that the Association has been

at the time of our last annual meeting, were suspended by the Interstate Commerce Commission however, after the Federal Government assumed control of the railroads, tariffs covering same were again published by the carriers to become effective on or about May 1, 1918. The Interstate Commerce Commission again suspended them under date of April 24 to August 29, 1918. We again entered protest against these proposed rules and have been advised that we will be given an opportunity for verbal hearing at Chicago, Ill., July 17.

There was more or less confusion and misunderstanding as to the interpretation of these so termed "recon-

signing rules" when first published, but the more recent issues have definitely defined same as follows: "For the purpose of applying these rules, the term 'Diversion' or 'Reconsignment' means (a) A change in the name of the consignee. (b) A change in the name of the consignor. (c) A change in destination. (d) A change in route at the request of consignor, consignee or owner. (e) Any other instructions given by consignor, consignee or owner necessary to effect delivery which requires a change in billing, an additional movement of the car, or both."

Under these rules it is proposed to make a charge of \$2 per car when disposition order is given within 24 hours after placement of car, the charge increasing on a graduating scale for longer periods, the above charges to apply when cars are placed on track for inspection after which disposition orders are given.

War Conditions Prevail.

The business interests of our country have been given to understand that the reasonableness of a rate or charge cannot be a factor in considering such subjects during this war period, however it would appear, since hay is regarded as an animal food necessity in the winning of the war, that some recognition should be given to the necessity of stopping cars for inspection in order to insure proper and more efficient distribution.

Hay shippers have not only suffered heavy losses, especially on Government contracts, during the past year because of the lack of proper inspection mediums, but the detention of cars because of this has been detrimental and it has thwarted the very purpose of greater transportation efficiency.

Appeal for Relief Is Probable.

Furthermore, the production and distribution of hay is of such a character that there is a limit to the cost of transportation, and with the present demurrage charges and increased freight rates, which cannot help but affect the business, it may be necessary as a last resort to appeal to the Federal Food Administration for relief of some kind covering the transportation cost of hay and other necessary roughage.

Beyond these so termed "reconsigning rules," which might better be termed "disposition rules" to avoid confusion, as reconsigning is generally interpreted in the usual and broader sense, there is apparently little left to be done for this committee during the war period or while the railroads are under Federal management except preparation for the reconstructive period to follow when efficient work will be necessary in order to conserve and re-establish much of the hay business which has been and will be lost before the end of the war.

It may be of interest to many of our members to know that under Federal railroad management the old established freight associations have been superseded by District Freight Associations co-operating under one head.

Efficiency but Not Economy.

Efficient rather than economic transportation is the issue of the day as a means of winning the war, and we must reconcile the conduct of our business accordingly. Since we are a part of the great army of business men of our country upon whom the army at the front must rely, it is our patriotic duty to serve as such soldiers without questioning the orders of our superiors in whom we must have faith. Complaints and criticisms of the acts of those in authority may be justifiable in many instances yet unpopular and in some instances unintentionally detrimental.

The strength and influence of our country in the commercial world affords the business men a chance to prove their gratitude for the superior opportunities the United States of America has made possible for them. Men in the hay business can do their bit by loading and releasing cars promptly, since transportation equipment means so much in the present conflict.

It may be necessary for us to endure transportation difficulties especially throughout this struggle, to maintain and preserve the principles established by the Fathers of our country, and to this end we must put aside all selfishness and personal interests, thereby proving our loyalty as those before have done by placing our all, if need be, on the altar of Freedom as our sacrifice for the cause of justice.

WEDNESDAY AFTERNOON SESSION

H. G. Wilson, traffic commissioner of the Toledo Commerce Club, Toledo, Ohio, started the Wednesday afternoon proceedings with an address on "Transportation—Past and Future," as follows:

In undertaking a discussion of this subject I am not unmindful of the uncertainties, and am fully aware that a conclusion reached today may of necessity be cast aside tomorrow; so I shall endeavor to avoid, so far as possible, making any definite plans for the future. But as to the present, I think we can with safety speak what is in our thoughts so long as we deal with facts.

We must not forget that our transportation lines are being operated by the Federal Government as a war measure and that much of what might be condemned as un-American, under normal conditions, is fully justified in view of war's necessities.

The only business of this country at this time is the successful prosecution of this world's war, into which we were most reluctantly drawn and into which we entered in a somewhat hazy attitude. I do not mean that those responsible for our action were hazy—far from it—but the country as a whole is only just

now being brought to a full realization of what this war means and why we are in it.

Like many things the Angle-Saxon undertakes, our first moves were slow and ponderous; but now, thanks to the untiring efforts of those men of great vision who would not see half-measure policies, we are getting our swing, and the blows to be given will be all the more forceful and telling for having had full time to gather weight and energy. Every arm and branch of the Government and of industry is bending to the indomitable will and force impelled by the one thought that "here is a job to be done that can only be done by this Nation, and the sooner we put into it all we have the sooner will it be done and done right." And it is not saying too much to say this, for even though we are the last great nation to enter the lists, it had become a self-evident fact that the job could not be done without the full force of the United States; and now that we are "over there" a million and more, please God we will not come back until it is "over, over there"; and that when it is over, man may again be able to move over the continent of Europe in peace and happiness; the honor of women and of nations will be respected; childhood will be protected, and



RETIRING VICE-PRESIDENT EGIL STEEN, OF BALTIMORE

the scourge of Europe and menace to the peace of the world, both he and his, will have been exterminated.

I did not start out to make a war speech, but there is so much in this war stuff that I feel so deeply, it is difficult to pass it with merely a word. I personally feel a sense of guilt that I am here and that younger men are there taking the blows and offering their all, and I have no doubt every red-blooded man amongst us feels the same way; but, to use the lines from a great Civil War play, "we cannot all die at the front." There is work, and much of it most important work, to be done here, and like many others I am trying to do all that I can—not merely "my bit," but all; for after all, if we should fail there will be nothing left. So all we have must and should be given to the Government in this crisis.

Our railroads are now operated as well as regulated by the Federal Government. They were taken over because they were not being operated by their owners so as to produce the transportation needed in an increasingly large degree by the Government for war purposes.

Transportation Lines Have Failed.

I am not going to discuss or to consider at this time the reasons why, at the greatest crisis in the history of this nation, the transportation lines—many of which have been fostered by the Government—failed. It is enough to say that they did fail. They were hastily taken over with substantially no organization prepared. It is too much to expect perfection to come out of imperfection, or order out of chaos by merely using the sesame of the U. S. brand. We live and learn, and I believe that today even the Director General would agree that much could have been saved and surer results accomplished had some little time been taken to prepare the way for this great undertaking. But that is part of what we have learned.

There are some who condemn the Administration for trying to operate the roads with railroad men, merely changing their sponsors from owners to the U. S. I don't agree with such. I feel that it is only proper that the men who have been trained and who have spent their lives in railroad operation are the ones who should be the active lieutenants of the

Director General. I do deplore the fact that it has apparently been the policy to operate the roads solely from the viewpoint of such railroad men as the only way to accomplish certain things, when the facts are that the things to be done are to be done by men engaged in industries necessary to the war, and who know that much of what is being attempted is not the way to accomplish the necessary result.

Unfortunately—and I say this after careful thought—one dominant idea seems to prevail in the Railroad Administration; that is, not so much the results to be obtained by the physical operation on a successful and efficient basis to produce more and better transportation—but to get enough money out of what is produced to pay every possible expense and to put the railroads on a profitable financial basis. In other words, to tax the property and persons transported with all the added expenses of transportation incident to the war; taking advantage of the conditions created alone by the war to establish charges for services always heretofore included in the rates, as well as to get additional rates.

The Burden of the Director General.

I doubt if this is an Administration policy so much as it is the deferring to the ideas of men who have long sought to accomplish these things, but have been prevented by the regulatory policy of the Interstate Commerce Commission. The man charged with the direction of the railroads is only a man, overburdened with a multitude of cares, but intensely determined that this country shall not fail in any of its duties to itself or the world, and it is physically impossible for him to ferret out the minutiae and detail necessary to prevent some apparent injustices, some of which may have to be endured for a while, but by the machinery provided can and will be eradicated in time. In the meantime I feel that every business man and every industry should stand by the Director General and his administration, and do, and if necessary suffer to be done the things that seem to be necessary; because I am sure that if, after a careful and dispassionate investigation, the Interstate Commerce Commission shall say that a thing ordered done and established by him was wrong, no one will more quickly yield to that judgment.

While I hold no brief for the Director General or his administration, as good American citizens imbued with the single purposes of winning this war we must not forget that the nation, through Congress, has placed upon the shoulders of the President of this country the greatest burden ever imposed upon one man since the sins of the world were borne by Christ on the Cross of Calvary; and that the Director General perhaps more than any other individual is a sharer of this burden.

It is better, under the present circumstances, in order to secure results, to do a thing even if it is done wrong, than by long drawn discussions to fail in the results. In a front line attack the thing to do is to not only hold the line but to advance, and correct errors later as we have the time.

Our transportation today is not as sufficient nor as efficient as it was a few years ago. Part of this is due to one thing and part to another, but the real big reason is the great expansion in our business. Our exports and imports are a fair index to our business. Some people think that since the war our imports particularly have fallen off, but that is not the fact. In the calendar year 1914 our total imports amounted to a little more than a billion and three-quarters of dollars, while in 1917 they had increased to just less than three billion dollars. In the same time our exports have increased from a little more than two billion dollars to more than six and a quarter billion dollars. An increase in those items alone of over 147 per cent, to say nothing of the enormous increase in domestic commerce, which has been more than 20 billions of dollars—all of which represents increased transportation needs.

Troop Movements a Big Factor.

The one item of passenger movement alone, due to troop movements, is almost unthinkable. And then there is the loss of man-power due to army requirements, and the equipment of our foreign lines in France, which has taken a multitude of our best and most efficient men, many of whom have already been heard of with credit to themselves and glory to their country. It must have been a new sensation for the enemy to be met and defeated by a gang of bridge builders and track layers armed only with the implements of their calling, who have laid track and extended operations not only in the face of the enemy but within his lines, under fire. Some of those fellows—good Americans all—no doubt had previous experience in extending lines on disputed territory in this country. Such things have happened. But it takes the American to do the unexpected, and we may look for more of it.

The Government has accomplished much, but even its strong arm has been unable to keep pace with the increasing demand, and that is why we have to say that our transportation today is not as good as it has been. But you know these things for yourselves and it is only a waste of time for me to elaborate upon them. You are engaged in a line of industry which comes very close to the intimate affairs of the nation at this time, and you see these conditions closely, and I have no doubt but that each one of you is doing his level best to help to the utmost extent of his

ability. I know that a few years ago we all thought—for example—that live stock would not eat densely compressed hay, but we have learned today that it will. And incidentally we have learned that the minimum weight per car should be nearer 60,000 pounds than 22,000 pounds, with the result that you are today making one car do the work formerly done by three cars.

And so we are learning many things. Among them we are learning that the private tracks and yards of the X. Y. Railroad in a given town are public tracks to be used by all the roads entering there, if need be; in other words, what I personally have always advocated—that public tracks in any community should always be available to the public and to any railroad. We are learning that a car is a car and shall not be confined to any one district when there is other demand. We are learning that direct lines should be used, and to not shoot cars around to angles of a triangle.

We are also learning that too much elimination of competition and competitive practices are not good for commerce, and that what is not good for commerce is not good for the railroad, whether it is operated privately or by Government.

No doubt there are many other things for us to learn, and many experiences for us to go through in the learning, but this I believe to be true—that we will learn such lessons during this period of Government operation that we will not be satisfied at the close of the war to return to the old methods.

D. W. McMillen presented the report of the Arbitration Committee in the absence of the Chairman, B. M. Huffine. The report showed that 200 cases had come before the committee during the year. Of this total six had been decided by the committee, 21 were compromised, three were withdrawn, 10 were handled by the secretary, 20 had been filed, 15 were in course of preparation and 125 minor cases had been adjusted. Twenty members had been suspended for refusing to abide by the arbitration decisions.

ENFORCEMENT OF FOOD CONTROL

Edward A. Foley of the Enforcements Division of the Food Administration made a short address in which he stated that the greatest trouble they had with the hay business was a looseness in the matter of sales—the contract being very indefinite. He urged that orders and confirmation be sent in every instance. Also cars must not be used as storehouses. When a car of hay arrives it should be accepted and released as soon as possible. In the matter of embargoes he said that the Food Administration will not interfere to have a car accepted after an embargo has been established, unless it be proved that the consignor has sent a telegram previously to the consignee and the latter has agreed to waive the embargo.

R. W. Boyden, Chief of the Enforcements Division and who humorously referred to himself as "Hoover's Hangman," followed Mr. Foley. He confined his remarks to outlining the work of the different departments of the Food Administration and how co-ordination has been effected. Not the least interesting part of his address was the personal glimpse of Herbert Hoover that he gave the convention.

Dr. H. E. Horton, agricultural commissioner of the American Steel & Wire Company, Chicago, had prepared some extremely valuable historical and statistical information referring to his subject, "The World View of Hay." He did not read this but merely presented it to the Association to be printed in the Year Book. A rising vote of thanks was given to Dr. Horton for his important contribution to hay trade annals.

REPORT OF GRADES COMMITTEE

F. L. Young, Chairman of the Grades Committee, read a report recommending two changes. First, the addition of a new grade to be known as No. 1 Mixed Hay. This grade is to contain not less than 50 per cent timothy and the balance to consist of other tame grasses, however not to exceed 20 per cent of clover. Second, the adoption of Washington grades for the period of one year for the section of the Pacific Coast now using these grades. The report was adopted without discussion.

NOMINATION OF OFFICERS

The Nominating Committee reported the following ticket:

PRESIDENT—Samuel Walton, Pittsburgh, Pa.

VICE-PRESIDENT—W. H. Toberman, St. Louis, Mo.

SECOND VICE-PRESIDENT—Albert E. Nicholls, Los Angeles, Cal.

DIRECTORS—R. B. Clark, Chippewa Falls, Wis.;

Egil Steen, Baltimore, Md.; S. M. Strauss, Cleveland, Ohio; Frank Cole, Middletown, Conn.; Irwin L. Sutherland, Richmond, Va.

Mr. Steen withdrew his name as a candidate for director and C. A. Coleman of Lyons, N. Y., was substituted.

A petition was then presented signed by 10 members as required by the constitution, placing in nomination Egil Steen of Baltimore, for president. This made two candidates for the presidency and the election was deferred until the next session.

THURSDAY MORNING SESSION

The Committee on Board of Directors Report endorsed the report as read at the opening session and it was adopted as part of the official proceedings.

B. A. Dean, Chairman of the Resolutions Committee reported several resolutions including appreciation of all the officers, the manager of the Statler Hotel and Secretary Reuss of the Cleveland Hay & Grain Exchange, and offering to the Government the full support of the Association in winning the war. Also the following rule suggested by G. A. Chapman, head of the Feedingstuffs Division of the Food Administration, was endorsed:

A licensee shall not sell directly or indirectly any variety of baled hay upon any basis other than scale weights; nor shall a premium be charged by such licensee for baled hay, for domestic consumption, of greater or less weight per bale than that weight which ordinarily and customarily prevails under normal conditions in the locality in which the licensee's business is conducted.

ELECTION OF OFFICERS

After considerable discussion it was decided to cast ballots for the officers, the members presenting their credentials to the secretary before voting. There was only one contest—that of president—and Samuel Walton of Pittsburgh received a majority over his opponent, Egil Steen of Baltimore. Mr. Walton and the balance of the nominees presented by the Nominating Committee on the day before were declared elected.

The new officers were installed, each making a brief speech of acknowledgment and the convention then adjourned.

THE DUTY OF THE EMPLOYER IN THE RECONSTRUCTION OF THE CRIPPLED SOLDIER

BY DOUGLAS C. MCMURTRIE.

Director Red Cross Institute for Crippled and Disabled Men, New York City

We must count on the return from the front of thousands of crippled soldiers. We must plan to give them on their return the best possible chance for the future.

Dependence cannot be placed on monetary compensation in the form of a pension, for in the past the pension system has proved a distinct failure in so far as constructive ends are involved. The pension has never been enough to support in decency the average disabled soldier, but it has been just large enough to act as an incentive to idleness and semi-dependence on relatives or friends.

The only compensation of real value for physical disability is rehabilitation for self-support. Make a man again capable of earning his own living and the chief burden of his handicap drops away. Occupation is, further, the only means for making him happy and contented.

Soon after the outbreak of hostilities the European countries began the establishment of vocational training schools for the rehabilitation of disabled soldiers. They had both the humanitarian aim of restoring crippled men to the greatest possible degree and the economic aim of sparing the community the burden of unproductivity on the part of thousands of its best citizens. The movement had its inception with Mayor Edouard Herriot of the city of Lyons, France, who found it difficult to reconcile the desperate need for labor in the factories and munition works while men who had lost an arm or a leg but were otherwise strong and well were idling their time in the public squares. He therefore induced the municipal council to open an industrial school for war cripples which has proved the example and inspiration for hundreds of similar schools since founded throughout France, Italy, Germany, Great Britain and Canada.

The disability of some crippled soldiers is no bar to returning to their former trade, but the injuries of many disqualify them from pursuing again their past occupation. The schools of training prepare these men for some work in which their physical handicap will not materially interfere with their production.

The education of the adult is made up largely of his working experience. The groundwork of training in his past occupation must under no circumstances be abandoned. The new trade must be related to the

former one or be, perhaps, an extension or specialization of it. For example, a man who had done manual work in the building trades may by instruction in architectural drafting and the interpretation of plans be fitted for a foreman's job, in which the lack of an arm would not prove of serious handicap. A trainman who had lost a leg might wisely be prepared as a telegrapher, so that he could go back to railroad work, with the practice of which he is already familiar.

Whatever training is given must be thorough, for an adult cannot be sent out to employment on the same basis as a boy apprentice. He must be adequately prepared for the work he is to undertake.

The one-armed soldier is equipped with working appliances which have supplanted the old familiar artificial limb. The new appliances are designed with a practical aim only in view; they vary according to the trade in which the individual is to engage. For example, the appliance for a machinist would be quite different from that with which a wood turner would be provided. Some appliances have attached to the stump a chuck in which various tools or hooks can interchangeably be held. The wearer uses these devices only while at work; for evenings and holidays he is provided with a "dress arm" which is made in imitation of the lost natural member.

An important factor in the success of re-educational work is an early start, so that the disabled man shall have no chance to go out unemployed into the community. In even a short period of exposure to the sentimental sympathy of family and friends, his "will to work" is so broken down that it becomes difficult again to restore him to a stand of independence and ambition. For this reason, therefore, the plan for his future is made at as early a date as his physical condition admits, and training is actually under way before the patient is out of the hospital.

In the readjustment of the crippled soldier to civilian life, his placement in employment is a matter of the greatest moment. In this field the employer has a very definite responsibility.

But the employer's duty is not entirely obvious. It is, on the contrary, almost diametrically opposite to what one might superficially infer it to be. The duty is not to "take care of" from patriotic motives, a given number of disabled men, finding for them any odd jobs which are available, and putting the ex-soldiers in them without much regard to whether they can earn the wages paid or not.

Yet this method is all too common. A local committee of employers will deliberate about as follows: "Here are a dozen crippled soldiers for whom we must find jobs. Jones, you have a large factory; you should be able to take care of six of them. Brown, can you not find places for four of them in your warehouse? And Smith, you ought to place at least a couple in your store."

Such a procedure cannot have other than pernicious results. In the first years of war the spirit of patriotism runs high, but experience has shown that men placed on this basis alone find themselves out of a job after the war has been over several years, or in fact, after it has been in progress for a considerable period of time.

A second weakness in this method is that a man who is patronized by giving him a charity job, comes to expect as a right such semi-gratuitous support. Such a situation breaks down rather than builds up character, and makes the man progressively a weaker rather than a stronger member of the community. We must not do our returned men such injury.

The third difficulty is that such a system does not take into account the man's future. Casual placement means employment either in a make-shift job as watchman or elevator operator such as we should certainly not offer our disabled men except as a last resort—or in a job beyond the man, one in which, on the cold-blooded considerations of product and wages, he cannot hold his own. Jobs of the first type have for the worker a future of monotony and discouragement. Jobs of the second type are frequently disastrous, for in them a man, instead of becoming steadily more competent and building up confidence in himself, stands still as regards improvement and loses confidence every day. When he is dropped or goes to some other employment, the job will have had for him no permanent benefit.

Twelve men sent to twelve jobs may all be seriously misplaced, while the same twelve placed with thought and wisdom and differently assigned to the same twelve jobs may be ideally located. If normal workers require expert and careful placement, crippled candidates for employment require it even more.

The positive aspect of the employer's duty is to find for the disabled man a constructive job which he can hold on the basis of competency alone. In such a job he can be self-respecting, be happy, and look forward to a future. This is the definite patriotic duty. It is not so easy of execution as telling a superintendent to take care of four men, but there is infinitely more satisfaction to the employer in the results, and infinitely greater advantage to the employee. And it is entirely practical, even in dealing with seriously disabled men.

A cripple is only debarred by his disability from performing certain operations. In the operations which he can perform, the disabled man will be just as efficient as his non-handicapped colleague, or even more so.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Chicago, Ill., July 15, 1918



THE FUNCTION OF THE COUNCIL

THE Council of Grain Exchanges, if it had done nothing but start the movement for crop improvement, would have justified itself, for the foundations of that work were well laid and the structure is taking on large and growing proportions. But all it has done is insignificant compared with the possibilities of a body representing the organizations that compose its membership. The trouble with the Council is that it has no authority. Its deliberations end in "referendums" or in fatuous recommendations, and its most wise conclusions are still-born in their ineffectiveness. It was organized "in order to secure uniformity of method, unity of action and intelligent co-operation of membership." The record of the Committee on Trade Rules indicates how far this has been accomplished, which is not at all. If the Council has done anything to bring about greater uniformity or unity, the trade has been kept in ignorance of the deed. President MacMillan threw a bomb-shell into the midsummer meeting when he suggested that the Council be given some authority. Instead of a lot of disinterested, separate and selfish market places, he would have the Council represent a united, distinct part of the grain

trading organization, having its peculiar function, operating uniformly and as a whole. He made a tentative though specific plan by which this will be accomplished and this plan is to be submitted to the constituent exchanges and their replies be given consideration for further action by a committee consisting of C. A. Magnuson, Wm. N. Eckhardt and John R. Mauff. The result of this referendum will probably decide whether the Council continues with real functions or disintegrates. There seems to be no real place for it in its present futile state.

ABSORPTION OF THE CROP

ONE of the surprises of this year, we predict, will be the great volume of wheat which will be absorbed in the territory in which it is raised, without ever appearing in the visible supply. The supply of white flour in the hands of mills and wholesalers on June 1 was only 4,433,515 barrels. Retail stores have but enough for daily needs and householders have for some time been buying in 2- and 5-pound lots where they formerly purchased by the sack. Many mills have been out of wheat for some time and they will stock up at their earliest opportunity to the extent of their contracted amount and 30 days' supply in addition. If, as seems probable, the substitute rules will be made less stringent, there will be a tremendous demand for new flour and the mills will be able to supply it, as it is the purpose of the Food Administration, during the summer at least, to export wheat instead of the flour they sent last year, so the early outturn from the mills will go into domestic and army trade. The Northwestern mills are already paying a premium for hard winter wheat in Western markets and it is so difficult to get wheat in Chicago that one large mill has closed down and another is running half time. Small country mills have a very large aggregate capacity and will stock up to their limit, so that it will be some time after wheat is threshed before there will be any crowding of terminal elevator capacity.

THE HAY CONVENTION

THE National Hay Association preserves the traditions of the past more than any organization of similar character. Its annual meetings are distinguished by certain formalities, common enough a quarter of a century ago, but which have given way under the stress of time tables and business pressures which have no place for the little courtesies and ceremonials that the older generation took delight in. The hay convention is a leisurely craft which floats gently along upon the placid stream of old time observances. There is ample time to renew friendships and make new acquaintances, and as a consequence there is present an atmosphere of cordiality and friendliness that many other conventions seriously lack. The business of the meeting is dispatched promptly enough and there is much of it, for the Hay Association takes good care of its members, but the memory that lingers is not of the

business sessions so much as of its sociability. It is good for once in the year to forget efficiency for friendliness, to let care give way to courtesy.

FEEDINGSTUFFS

CUSTOMS change so gradually that they sometimes present an entire new front before we are aware that they have altered at all. It takes a jolt to waken us to the new conditions. Many elevator operators would get that jolt if they would look over the statistics of the manufacture of commercial feedingstuffs. Mixed feeds are not made for the fun of it, but because farmers are coming to realize that a prepared balanced ration is the most economical way to finish stock for market, or to give young stock a proper start in life, or for many other purposes for which it is specially prepared. Feeding stock is now an exact science and farmers are becoming increasingly aware of it. The costs of handling grain at a country station have increased considerably and it is difficult to make the investment return as satisfactory an interest as it used to. A new string to the bow is a good insurance against a profitless grain business, and no string offers more promising opportunities than a line of dependable mixed feeds. The selling end of the proposition is comparatively easy, for most feeds to dealers are accompanied with a plentiful supply of advertising matter and sales talks. National advertising campaigns have prepared your patron's mind for your argument and the great volume of the present feed business shows that it has taken hold and in every community only waits for an aggressive agent. Look into it.

MORE POLITICS

WHEAT prices, guaranteed to producers by the Food Control Act, were threatened with disorganization by the increase in freight rates which went into effect on June 28, until a new schedule of terminal market values was established, with Wichita, Kan., as the basic market and proportional advances as the various terminals were removed distant from the grain producing center. By this arrangement farmers were fully protected in their rights under the law, and they have gained much by the new grades which go into effect on this date. The only complaints which are heard from wheat farmers are that their products are controlled in price while cotton and coarse grain farmers and manufacturers are not so restricted. They have no complaint with the price of wheat set by the President. But in spite of these favorable arrangements a slim majority in both houses of Congress have seen fit to make a political expedient out of the upset of the carefully considered plans of the Food Administration which depend so much on the established wheat price. Their claims of a dissatisfied and discouraged producing class were answered by the record wheat acreage this year, but in spite of it, the compromise rider to

the Agricultural Bill, setting a price of \$2.40 on wheat to the producer, was passed by both houses, but was, on July 12, vetoed by the President, who is more concerned with victory than votes, and who has implicit faith in the judgment and integrity of the men who have made the Food Administration a by-word of successful enterprise. By his veto the President has insured stability for the year and wheat will come forward as soon as available instead of being held back on the farm until the new adjustments are made.

MR. HOOVER GOES ABROAD

THE success that has attended every effort to centralize command among the Allies has been so marked that further unification seems clearly indicated. The first successful venture was the organization of an Allied buying agency in this country which ended the frantic competition for our none too great supply of surplus grain. The next step was the unification of the armies under the supreme command of General Foch. Under his command a new spirit of confidence has inspired all the armies. They had supreme confidence in their individual leaders, but now they know that all are pulling together and that if any salient is threatened any or all armies can be drawn upon for support. And now Mr. Hoover, with Mr. Bell and Mr. Jackson, has gone to Europe to investigate food conditions and to co-ordinate the efforts of all countries in conservation and distribution. The trip may end in the formation of a general food command, similar to the military command, and if it does there is not much question but that Herbert Hoover will be put at its head. We in America must stand ready to back him to the limit if he is, for we have been getting off very easily compared with England and France and Belgium and may be called upon to make some real sacrifices such as they are making over there. Of one thing we can be sure, Mr. Hoover will not ask us to do anything which he would not gladly do himself.

1882

THE year 1882 is closely associated with present history, for in that memorable year the kingdom of Serbia was formed, to be an ever-present thorn in the flesh of Austria, until the assassination of Prince Ferdinand and his wife gave an excuse for the ultimatum which resulted in the present world conflagration. At the beginning of the crop year in 1882, on July 15, appeared the first issue of the "American Elevator and Grain Trade," and the present number begins its thirty-seventh year of continuous publication. In that time the grain trade of the country has undergone a gradual revolution. Many of the modern practices which are now taken as a matter of course, were then unknown or in a rudimentary form of their development. This evolution through the years has been reflected in these pages, and a history of the trade is contained in its columns. Those of you who have grown gray in the trade can perhaps recall the compara-

tive chaos of those earlier years; the transportation trials with its rebates and discriminations; the difficulties of finance; the frequent corners and the ruin they brought; the law suits and the throttling tactics of the line houses. Organization and cooperation have wrought most of the changes, without which the Food Administration would have been as impotent to deal with the crisis of last year as the Russians were in their unorganized state, and it is even possible that the war would have been over by now. The grain trade by its efficient organization can take a large share of the credit for the favorable position the Allies now hold in the struggle for freedom, and by the same token this journal takes modest satisfaction in the fact that it took the initiative in the formation of the National Association, and has been the champion and exponent of every form of association and organization that would promote the betterment of the trade. To this extent we have linked the past and the present, and look forward to another 36 years in which we may continue to serve those who deal in grain.

EDITORIAL MENTION

A careless fire now is a criminal fire.

Dockage is determined by sieves, not by guesses.

New grades with the new crop and more prosperity.

Insurance will not restore the grain if the elevator burns.

An unidentified white maggot is causing considerable damage to wheat fields in Montana. Ten to one its a Hun bug.

Many shippers will have to be hit hard at least once by terminal inspection before they realize that Government grades apply on the farmer's wagon as well as on a board of trade.

A full elevator is a tempting bait for a hungry Hun. It is worth a risk to destroy so much good food. Make it impossible for any German agent to do damage to your plant.

German names for seeds have been abolished by the Iowa Seed Dealers Association. A German name is not a good advertisement for any commodity.

If you will need a car in the next fortnight why not order a load of fertilizer or feed and then load the empty for your purposes? It is easier to get supplies now than it will be later.

Mexico is raising a wheat crop this year so large that it will probably be exported to this country. High prices stimulate planting even where chaos reigns. An exportable surplus from Mexico doesn't mean a large crop as we measure it. They prefer corn to wheat in

that country so a little wheat goes a long way.

Canadian crops are not made yet, and although there is a big acreage weather conditions can still make it a record breaker or less than normal. The present prospects are for an average yield.

County food administrators in Indiana have been authorized to supervise the stacking and storage of grain to prevent fire. We have seen some elevators that wouldn't be allowed to receive a pound of grain if the supervisor did his duty.

A country elevator illumined at night by a set of the new flood lights, stands out like a beacon at sea. It is one of the most far-reaching and best advertisements possible and is cheap at the price, to say nothing of the protection it affords.

Senator Reed took occasion from the \$2.50 wheat debate to again display his grouch against Mr. Hoover. If the country had to choose between Mr. Reed and Mr. Hoover the Missouri senator would be buried so deep that he would never be found.

A consignment of grain in Ireland was recently seized and found to contain 40,000 rounds of ammunition. There is plenty of fighting material for the Irish in grain after it is properly liquified, but to find it in raw material is unusual.

One of the new devices for saving wheat is an attachment for the binder which catches all the grains that shatter out in the cutting and elevates it into a sack. Why not invent one to attach to a leaky grain car and save making the road bed of good wheat?

From July 1 last year to April 30, we exported 101,000,000 bushels of oats. The whole world is finding out that they are good to eat. If the power of the Highlanders comes from their oat meal, all the armies will want it for the "Ladies from Hell" have made a record as fighting men.

The country is rapidly coming to realize the waste in duplication of storage at country points. Thousands of towns support two, three and four elevators where one would suffice. Double services means double cost, and when that gets under the public skin the situation will be improved. "You can't fool all the people all the time."

The Bureau of Markets is doing a wise thing in sending out to state fairs and other places where farmers and grain dealers congregate, exhibits of grain grading apparatus with demonstrators to show how they work. This will teach farmers, as no amount of talk could do, that small grain frequently has dockage of no milling value, but that it has feeding value if kept on the farm; and teaches elevator operators how to use the grading implements so as to get accurate results. There is great need of such instruction in many communities.

W. S. MILES
Peoria

NEWS OF THE TERMINAL MARKETS

E. E. McCONNELL
Buffalo.

INSPECTION FEES INCREASED

The Missouri Grain Inspection Department in Kansas City increased its fees to 50 cents a car on July 1 for inspecting grain from other states. Hitherto, cars from Kansas have been inspected at 15 cents a car on a reciprocal agreement with the Kansas State Grain Inspection Department.

A NEW FORD STORY

The following tale of a Ford car, made "somewhere in Michigan," is guaranteed not to have appeared before June 29, 1918. On that date Wilbur Christian, St. Louis representative for E. W. Wagner & Co. of Chicago, was awarded a Ford coupe at the Red Cross fete held at Sunset Hill Country Club.

TO TRADE IN RYE FUTURES

At a meeting of the Minneapolis Chamber of Commerce Association, Minneapolis, Minn., held July 2 a resolution was adopted permitting the use of the trading floor for trading in rye futures. Trading was restricted to the accumulation of only 100,000 bushels by any one buyer. On initial trading offers were made at \$1.75 and bids at \$1.60.

MAY TRADE IN SEPTEMBER CORN

The Board of Directors of the Kansas City Board of Trade adopted the following resolution July 1: "Resolved, that on and after July 1, 1918, trading is permitted in corn, oats and kaffir corn for delivery during the month of September, 1918, in addition to the months of July and August, subject to the regulations adopted by the directors April 9, 1918, and all other rules and regulations.

NEW OFFICERS AT RICHMOND

The members of the Richmond Grain Exchange, Richmond, Va., held their annual meeting on June 29 electing officers and directors for the year commencing with July 1. It developed that the past year had been the most successful of any year in the history of the Exchange.

The new officers are: W. F. Richardson, Jr., president; W. C. Todd, vice-president. Directors: W. T. Selden, C. W. Wingfield, Nat. Frazer, Thos. J. L. Moore, H. G. Carter, S. L. Beveridge, H. E. Kasten, W. L. Lefew, F. H. Garber, Jr.

NEW OFFICERS AT INDIANAPOLIS

Newly elected officers of the Indianapolis Board of Trade, Indianapolis, Ind., were installed July 1 with appropriate ceremonies at a dinner in the Board of Trade Building. Joseph C. Gardner serves as president of the Board the coming year; Edward B. Raub, vice-president, and Tom Oddy, treasurer. William H. Howard was unanimously re-elected secretary. The grain committee as appointed consists of Harvey Mullins, chairman; E. Clifford Barrett, Harry J. Berry, H. H. Bingham, Bert A. Boyd, Jas. M. Brafford, H. E. Kinney, E. K. Shepperd, Frank A. Witt.

CHANGE IN COMMISSION RATES

Pursuant to action of the Board of Directors of the Buffalo Corn Exchange, at meeting held June 19, 1918, the commission and brokerage rules were amended to read as follows, effective July 1, 1918:

"The commission rates on wheat, shelled corn, oats, rye, barley, kaffir corn, milo maize, feterita and spelt, shall be 1 per cent on gross sales, and 4 cents per hundredweight on ear corn; except that when the 1 per cent amounts to less than 1 cent per bushel on wheat, shelled corn, rye, barley, kaffir

corn, milo maize, feterita and spelt and $\frac{3}{4}$ cents per bushel on oats, then 1 cent per bushel shall be the minimum charge on wheat, shelled corn, rye, barley, kaffir corn, milo maize, feterita and spelt, and $\frac{3}{4}$ cent per bushel on oats. The brokerage rates on all kinds of grain shall be $\frac{1}{4}$ cent per bushel."

JOHN W. McCARDLE

Anyone writing of John W. McCardle 15 years ago, then a grain dealer of New Richmond, Ind., might have said, without fear of successful contradiction, that he was one of the best and most favorably known grain men of Indiana. He was at that time on the threshold of events which led to his becoming later a broad minded public character whose influence has been felt very largely in those affairs which have promoted the growth of the best interests of the great state of Indiana.

It is necessary to go back fully 35 years, however, to accurately locate the time when Mr. McCardle first came to Indiana to engage in the grain business in partnership with James Hodge, then



JOHN W. McCARDLE

of the Paddock-Hodge Company of Toledo, Ohio. He became a very large receiver and shipper of grain and now is president of the McCardle-Black Company of which his son Clyde A. McCardle is a member and of the formation of which mention was made not very long ago in these columns.

Mr. McCardle is at present a member of the Public Service Commission of Indiana and is actively engaged in the operation of country elevators. While serving as president of the McCardle-Black Company, commission merchants, of Indianapolis, he leaves its management largely in the hands of his son and the remaining member of the firm, Bert K. Black, both of whom have had ample experience in the grain business and are known as important members of the large and growing grain trade of Indianapolis.

NEW FREIGHT RATE EXPLAINED

Lamson Bros. & Co. of Chicago, through their cash grain department, have sent the following letter to their shippers in Illinois and Iowa as explanatory of the increased freight rates:

"You are aware that the Director General of

Railroads has issued an order advancing rates 25 per cent on interstate wheat shipments (not to exceed 6 cents per hundred) and raising the rates on other grains to a level with the new wheat rate, but as yet it has not been determined just how this will effect your Illinois proportional rate to Chicago, which is only a part of the through rate to New York and other Eastern terminals.

"The Government railroad officials are still giving consideration to a division of the new through rates from points in Illinois and Indiana and as soon as definite information is available, we will get it before you. While this division of the advance is pending you could use your old wheat rate (advanced 25 per cent) as a maximum rate for all grains, as the final rate established for that part of the through haul will undoubtedly be less.

"As an illustration in Iowa a point in that state now having a rate of 14 cents per hundred on wheat to Chicago and 12 cents on other grains will have a rate of 17 $\frac{1}{2}$ cents on all grains when the new tariff is established. In this instance, you will note that the advance on coarse grains is a little more than 45 per cent and it is most important that all shippers understand at once just what the advance is to mean at their particular station."

NATURAL LAWS BEST REGULATORS

"Grain trade took good care of a billion wheat crop in 1915. It did it without any regulations and to the satisfaction of all. It followed two large crops. Present prospect is for fully 900,000,000, following two crops which were below an average. Crop this year will be a two-billion dollar affair. Don't forget that Congress gave us the guaranteed price which made this great blessing possible. War makes it necessary to regulate our exports. War increases transportation troubles. Financial conditions must be considered. Terminal and country elevators will all be needed; mills should run full time and the grain trade almost resume its natural channels. Proposed plan cuts some of the red tape, but not as much as it should. Next year may be different. We hope the slaughterfest will then be over, but there can be no permanent peace until the Beast of Berlin and his bloody band of pirates are paralyzed."—C. A. King & Co., Toledo, Ohio, late market letter.

CHANGES IN MEMBERSHIP

Chicago.—New members recently elected to membership on the Board of Trade include: John H. Watson, Geo. Simpson, John M. Dickinson, A. W. Mansfield and R. E. L. Senderling. The following have been transferred: Estates of O. W. Clapp, Jas. Simpson and S. B. Johnson; Emil W. Kalb and E. M. Higgins. Reported by Secretary John R. Mauff.

Kansas City.—B. M. Huffine has been admitted to the Board of Trade on transfer from J. W. Bomgardner, deceased; and Arthur B. Kelley on transfer from John Kelley, deceased. Reported by Secretary E. D. Bigelow.

Milwaukee.—Clinton B. Fisk and John B. Toner have been admitted to the Chamber of Commerce and the memberships of Cecil F. Grimes and F. F. Clapp have been transferred. Reported by Secretary H. A. Plumb.

San Francisco.—New members in the Grain Trade Association are: H. E. Woolner, 149 California Street; R. B. Splivalo, 956 Bryant Street, and Wm. H. Dillon, care S. P. Milling Company,

Royal Insurance Building, all of San Francisco. Reported by Secretary D. Belknap.

LESTER HOWARD

The transportation of our grain is about as necessary as its raising. This is a truism which does not admit of argument. The two therefore are closely related, and whereas, the one depends upon the other, it follows that those who are identified with transportation interests are acquainted more or less with the grain growing, handling and forwarding business.

Lester Howard, previous to his connection with H. D. Raddatz & Co. of Toledo, Ohio, as traveling



LESTER HOWARD

representative, was commercial agent for the Norfolk & Western Railway, stationed at Detroit, Mich. He has been engaged in railroad work for the past 12 years with the Norfolk & Western Railway and the Pennsylvania Lines, and during this time has had to do more or less with grain interests in various parts of central territory. It was therefore a very short step to his present position.

Mr. Howard has hosts of friends among the railroads and grain trade, who wish him all success with this well-known Toledo firm. The expansion of the grain business through the Toledo market amply justifies the increased efforts of H. D. Raddatz & Co. to foster not only their own affairs but promote the growth of Toledo as a market center.

TERMINAL NOTES

Chicago Board of Trade memberships are quoted at \$4,500 net to the buyer.

The Chicago Board of Trade Signal School, up to July 1 had turned out for active military service over 1,075 men.

The Delta Elevator at Cairo, Ill., operated by the Magee-Lynch Grain Company will be closed a short time for repairs.

Harry B. Signor, of Ware & Leland, Chicago, has gone to New York where he will take temporary charge of the New York office.

James Gordon has become associated with Harwood-Young Company at Peoria, Ill. Mr. Gordon was formerly with E. Lowitz & Co.

W. M. Richardson of Richardson Bros., Philadelphia, Pa., is making his summer residence with his family at Atlantic City, N. J.

Joseph P. Kelso, formerly of Chicago, Ill., is expected to re-enter the grain business at Minneapolis, Minn., with Wernli-Anderson Company.

W. L. Oswald, for the past year in charge of the Minneapolis branch of the Seed Reporting Service of the United States now has charge of the seed

and feed department of the Gould Grain Company of Minneapolis, Minn.

W. J. Perry, recent manager of the Sandusky, Ohio, elevator of Rosenbaum Brothers of Chicago has taken charge of the firm's Toledo office.

The Bartlett Frazier Company of Chicago, an Illinois corporation, has qualified to conduct a grain elevator business in Indiana. Capital is \$25,000.

George F. Swanson has formed a connection with Adolph Kempner Company of Chicago and will have charge of the firm's cash grain department.

By action of the directors of the Chicago Board of Trade at a recent meeting the rule suspending "to arrive" purchases of wheat was abrogated.

C. M. Stout of the Hastings-Stout Company, Cairo, Ill., left home recently on an automobile trip which will cover Buffalo, Niagara Falls and other Eastern points.

The Wyoming Grain Company of Peoria, Ill., has been organized to buy, sell and carry on a general business in grain and feed. The capital stock is \$25,000.

The Moore Grain Company of Omaha, Neb., has been incorporated with a capital stock of \$50,000. H. D. Moore and W. J. Hynes are principals in the company.

Logan & Bryan of Chicago have opened their Mackinac Island, Mich., branch for the summer season. It is under the management of Charles E. Richardson.

John R. Bailey, traveling representative for the Marshall Hall Grain Company of St. Louis, Mo., has applied for membership in the St. Louis Merchants' Exchange.

Robt. F. Scott, who has been with Picker & Beardsley of St. Louis for a number of years past, has formed a connection to represent Goffe & Carkener Company.

The Gunnell-Windle Grain Company of St. Joseph, Mo., has leased the old Great Western Elevator in that city and besides remodeling it will erect a 200,000 bushel addition.

Ashby Woodson, formerly engaged in the grain business at Kansas City and St. Joseph, Mo., is now managing the Sioux Falls mill of the Larabee Flour Mills Corporation.

Probst & Kasselbaum, grain merchants of Indianapolis, Ind., have incorporated with capital stock of \$30,000. Directors are William J. Probst, Wm. F. and Wm. C. Kasselbaum.

R. R. Ebner has succeeded L. C. Bridgeman as manager for Spencer Kellogg & Sons at Minneapolis, Minn. Mr. Bridgeman has been transferred to Buenos Aires, Argentina.

C. R. Benham, who has been for the past two years representing the Corn Products Company in the Southwest has gone with the Bruce Bros. Grain Company of Kansas City, Mo.

Joseph P. Rodgers, formerly with the grain firm of S. C. Woolman & Co. of Philadelphia, Pa., now serving in the army, was married recently to Mary E. Warfield, while home on a furlough.

S. C. Grier of the Consumers Grain Company, Peoria, Ill., has withdrawn from that firm as he will buy corn for a Government industry. After July 15 he will be located at Terre Haute, Ind.

M. P. Riley, president of the Globe Elevator Company of Buffalo, N. Y., had a barn raising at his 400-acre farm near Buffalo late in June at which 50 members of the Buffalo grain trade participated.

On July 1 there were but 38 bushels of wheat in public elevators in Chicago and 59,000 bushels of No. 5 corn or better. The total stocks of wheat in Chicago in all positions were 20,000 bushels.

S. E. Trask, until recently connected with the Taylor & Bournique Company of Milwaukee, Wis., is now manager of the coarse grain department of the International Grain Company of Minneapolis, Minn.

J. F. Zahm & Co. of Toledo, Ohio, have sent to their friends a card for tacking to the wall on which is plainly displayed the official standards ef-

fective July 15, 1918, for red winter and common white wheat.

The Seele Elevator Company of St. Louis, Mo., has incorporated with a capital stock fully paid, of \$100,000. The company has leased and will operate the Mississippi Elevator which has a capacity of 1,500,000 bushels.

The War Labor Board has assumed jurisdiction in the dispute of the Corn Products Refining Company of Granite City, Ill., with its employees involving an increase in wages which the company maintains it cannot meet.

The Cargill Commission Company of Minneapolis, Minn., took its employees and their families recently to Lake Minnetonka on their annual picnic. Special cars were provided for the party which numbered over 100 people.

W. C. Miller of the Mason Hawpe Grain Company of St. Louis, Mo., accompanied by Mrs. Miller, spent the latter part of June in Atchison and Kansas City where he was formerly associated with the old Midland Elevator Company.

The National Oats Company of St. Louis, Mo., early in July celebrated the dedication of their new \$10,000 clubhouse on the Meremac River opposite Glencoe. It is designed for the use of employees and officials of the company.

Lieut. Aviator Warren L. Lobdell, member of the Chicago Board of Trade and son of H. H. Lobdell of Lamson Bros. Co. of Chicago, spent a short vacation at home the latter part of June from the aviation camp at Dallas, Tex.

At a recent meeting, the directors of the Chicago Board of Trade completed arrangements for making public elevators regular for storage of grain for the ensuing year. The capacity is same as last year at 12,530,000 bushels.

Vincent Jones, formerly of the firm of Jones & Wise of St. Louis, Mo., has become associated with the Langenberg Bros. Grain Company. Mr. Jones is one of the most popular of the younger members of the Merchants Exchange.

Logan & Bryan of Chicago announce the opening of the following seasonal branch offices in Maine on July 1: Belgrade Lakes Hotel, Belgrade, Me.; Mount Kineo House, Kineo, Me.; Portland Springs House, South Portland, Me.

Tilghman A. Bryant, cash grain broker of St. Louis, Mo., early in July consummated the first deal in Kansas wheat to St. Louis millers. It involved 10,000 bushels dark No. 2 hard wheat, shipment the first 10 days in July at \$2.29½.

The Langenberg Bros. Grain Company of St. Louis, Mo., opened a branch office July 1 at Kansas City, Mo. It will be under the management of C. S. Leach and Harry Fisher, former representatives of the company at New Orleans, La.

George E. Newman has been elected to membership in the Chicago Board of Trade and is now managing the future department for Rosenbaum Brothers of Chicago. Until recently he traveled out of Chicago as general representative for this firm.

The first car of new wheat to reach St. Louis, Mo., arrived June 27, consigned to A. J. Rogers, local manager for E. Lowitz & Co. of Chicago, Ill. The wheat was shipped from Portageville, Mo., graded No. 3 red winter and sold at \$2.14 a bushel.

In a recent interview Somers, Jones & Co. of Chicago report they expect a good milling demand for barley as the 55 per cent extraction required by the Government will take more than seven bushels of barley per barrel of flour and give a fine quality for free use in bread making.

Mrs. Mabel Weil, wife of Jos. V. Weil, who has charge of the cash grain department of the J. Rosenbaum Grain Company of Chicago, Ill., will sail for France very shortly, having signed for Y. M. C. A. work. Mrs. Weil was the mother of Harry Glenn Velie, American aviator who was killed in France March 8.

Of the 1,600 names now represented by the stars in the service flag of the Chicago Board of Trade raised in the Exchange Hall recently, seven are those of men who have been decorated for bravery.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Seventh Year

They include John L. Patten, Edw. M. Samuel, Jr., Jos. M. Ayer, A. G. Valentine, Wallace C. Winter Jr., Jos. L. Canby.

J. L. Welsh, for many years with the Omaha Elevator Company of Omaha, Neb., has succeeded W. B. Young as manager of the Omaha office of the Vanderslice-Lynds Grain Company of Kansas City, Mo. Mr. Young resigned the office to join the army.

Harry J. Rogers who handles cash corn for Lamson Bros. & Co. of Chicago has just returned from a fishing trip in the Northern woods. One of the guides returning with him, was present when he told his first fish story. His doctor told him on July 12 that the shock would keep him in the hospital another week.

A late rule of the Food Administration will prevent speculators from handling cash grain. It provides that no one can take a delivery of cash grain that is secured through the purchase of futures unless he has a license, nor can a broker with a license take in the cash grain for a customer unless the latter has a license. Those not in the grain trade cannot secure a license.

The Thomas Akin Grain Company of St. Louis, Mo., has gone out of business due to the retirement of Thomas Akin and been succeeded by the T. F. Petri Grain Company. T. F. Petri, president of the new company has been associated with the old firm for many years. Mr. Akin is vice-president of the company. He has been identified with the grain trade of St. Louis for over 40 years.

H. Wallace Applegate, formerly engaged in the grain business in the Toledo Produce Exchange and recently in charge of exports for the Central Milling Division of the Food Administration has become associated with the Mennel Milling Company of Toledo and has charge of their cash grain department which will be made a larger factor than heretofore.

The Rice Grain Company has been formed to carry on a general cash grain business with offices in Room 914, Second National Bank Building, Toledo, Ohio. The president of the company is S. L. Rice, prominent grain dealer of Metamora, Ohio, and the manager is Geo. D. Woodman, recently representing at Toledo, the grain firm of Rosenbaum Brothers of Chicago.

George S. Jackson, second vice-president of the Food Administration Grain Corporation, was given a complimentary dinner at the Merchants Club, Baltimore, Md., July 6, by members of the Baltimore grain trade prior to his departure for England on a Government mission. The committee in charge of the dinner was Charles England, E. F. Richards and Eugene Blackford.

A new company known as the Beyer Grain Company has been formed at Wichita, Kan., with a capital stock of \$125,000. The president is Ed Beyer, for the past year with U. S. Grain Corporation at Kansas City, and I. H. Blood, also with the Grain Corporation at Kansas City, is vice-president. J. H. Beyer, manager for the Kemper Grain Company at Wichita is secretary and treasurer. The Wichita office of the Kemper Grain Company has been absorbed by the new company.

Geo. E. Rogers & Co., is a new firm at Pittsburgh, Pa., to engage in a general receiving and shipping business in grain, hay, flour and mill feed. The firm is composed of George E. Rogers and C. G. Burson, both men of long experience in the grain and hay business. Mr. Burson was until recently superintendent of the Pittsburgh Grain and Hay Exchange, while Mr. Rogers was formerly engaged in the general brokerage business at Clarksburg, W. Va. The firm are members of the Pittsburgh Grain & Hay Exchange, Grain Dealers National Association and National Hay Association. Offices are in 601 Wabash Building.

C. A. POLLOCK, son of H. G. Pollock, head of the Pollock Grain Company of Middle Point, Ohio, joined the army and left for Camp Sherman on June 25. Mr. Pollock had been with the grain company in the capacity of bookkeeper for the past three years.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of June, 1918:

BALTIMORE—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	38,581	2,838,304	2,696,284
Corn, bus....	380,137	2,235,504	1,259,130
Oats, bus....	1,116,739	2,363,261	2,162,139
Barley, bus..	45,180	144,080	65,333
Rye, bus....	138,369	251,922	123,921
Hay, tons....	3,997	4,594	1,262
Flour, bbls..	292,821	306,641	295,698

CHICAGO—Reported by John R. Mauff, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	126,000	2,344,000	2,168,000
Corn, bus....	7,656,000	8,350,000	3,370,000
Oats, bus....	8,208,000	8,452,000	3,162,000
Barley, bus..	1,095,000	1,059,000	163,000
Rye, bus....	112,000	182,000	40,000
Timothy Seed, lbs.	392,000	1,117,000	509,000
Clover Seed, lbs.	108,000	307,000	4,000
Other Grass Seed, lbs.	514,000	979,000	276,000
Flax Seed, bus.	17,000	238,000	1,000
Broom Corn, lbs.	1,188,000	94,000	1,054,000
Hay, tons....	29,211	23,741	2,654
Flour, bbls..	487,000	575,000	280,000

CINCINNATI—Reported by D. J. Schuh, secretary the Grain and Hay Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	8,600	10,750	10,750
Corn, bus....	225,500	151,800	151,800
Oats, bus....	238,400	112,000	112,000
Rye, bus....	9,900	15,400	15,400
Hay, tons....	7,680 (estimated 12 tons to car)		

CLEVELAND—Reported by F. H. Baer, traffic commissioner, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..		127,110	
Lake		19,664	
Rail	20,598	3,724	126,086
Corn, bus....	168,863	130,240	14,003
Oats, bus....	360,810	344,339	77,135
Barley, bus..	2,524	1,000	201,337
Rye, bus....	2,539	15,664	1,262
Hay, tons....	2,418	7,184	58
Flour, bbls..			3,199
Lake	15,000		
Rail	25,570	69,105	7,627

DETROIT—Reported by M. S. Donovan, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	27,000	128,000	150,000
Corn, bus....	195,000	159,000	53,000
Oats, bus....	212,000	209,000	53,000
Rye, bus....	3,000	13,000	2,000
Flour, bbls..		26,000	36,000

INDIANAPOLIS—Reported by Wm. H. Howard, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	37,500	52,500	2,500
Corn, bus....	1,200,000	1,711,250	391,250
Oats, bus....	932,400	1,060,200	387,000
Rye, bus....	2,500	3,750	5,000

KANSAS CITY—Reported by E. D. Bigelow, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	170,100	1,317,600	16,200
Corn, bus....	1,676,250	787,500	1,915,000
Oats, bus....	635,800	394,400	600,000
Barley, bus..	7,500	18,000	75,450
Rye, bus....	8,800	1,100	9,900
Bran, tons....	980	1,440	2,360
Hay, tons....	13,092	21,924	10,848
Flour, bbls..	26,000	15,250	332,775

MILWAUKEE—Reported by H. A. Plumb, secretary the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	102,700	500,000	14,500
Corn, bus....	397,980	1,616,040	467,321
Oats, bus....	1,442,145	2,050,200	878,431
Barley, bus..	517,140	623,500	439,827
Rye, bus....	109,650	55,695	41,325
Timothy Seed, lbs.	30,000	84,486	89,730
Clover Seed, lbs.	9,445	132,907	3,800
Flax Seed, bus.	33,000	8,470	
Hay, tons....	1,332	2,896	648
Flour, bbls..	81,550	117,480	121,710

MINNEAPOLIS—Reported by E. P. Kehoe, statistician, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	5,279,620	4,961,930	671,720
Corn, bus....	877,020	493,520	652,110
Oats, bus....	1,789,090	694,610	2,451,020
Barley, bus..	849,830	970,210	1,251,420
Rye, bus....	209,790	202,000	291,570
Flax Seed, bus.	647,860	565,000	27,170
Millstuffs tons	3,223	5,376	54,703
Hay, tons....	2,124	2,914	512
Flour, bbls..	46,441	80,122	1,329,285

NEW YORK CITY—Reported by H. Heinzer, statistician the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	117,600	484,137	
Corn, bus....	1,041,600	1,352,856	
Oats, bus....	225,400	1,489,203	
Barley, bus..	1,043,801	594,456	
Rye, bus....	177,500	19,797	
Clover Seed, bags	580		
Hay, tons....	21,253	15,667	
Flour, bbls..	794,724	627,429	

OMAHA—Reported by F. P. Manchester, secretary the Grain Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	501,600	709,200	232,800
Corn, bus....	2,020,200	4,986,800	1,769,600
Oats, bus....	1,088,000	1,150,000	1,190,000
Barley, bus..	48,600	32,200	50,400
Rye, bus....	7,700	17,600	16,500

PEORIA—Reported by John R. Lofgren, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	35,800	230,000	8,400
Corn, bus....	3,201,650	3,331,250	1,150,600
Oats, bus....	884,100	1,007,900	687,650
Barley, bus..	39,600	177,800	37,800
Rye, bus....	6,000	13,200	4,800
Mill Feed, tons	5,800	8,330	14,410
Seeds		30,000	30,000
Broom Corn, lbs.	15,000		15,000
Hay, tons....	2,020	1,910	440
Flour, bbls..	101,800	96,000	89,100

PHILADELPHIA—Reported by A. B. Clemmer, secretary the Commercial Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	26,559	5,711,621	90,887
Corn, bus....	698,451	287,770	634,030
Oats, bus....	856,650	1,572,081	1,685,506
Barley, bus..	30,000	4,093	
Rye, bus....	43,929	94,021	98,812
Hay, tons....	1,684		
Flour, bbls..	296,879	174,354	

PORTLAND, MAINE—Reported by Geo. F. Feeney, traffic manager the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..		187,717	275,200
Corn, bus....	26,769	35,691	3,088

ST. LOUIS—Reported by Eugene Smith, secretary the Merchant's Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	163,860	1,529,475	117,050
Corn, bus....	1,480,263	1,555,200	691,610
Oats, bus....	2,069,645	2,060,400	1,338,280
Barley, bus..	25,600	49,600	10,920
Rye, bus....	8,834	2,200	3,790
Hay, tons....	12,941	16,778	11,825
Flour, bbls..	167,800	245,410	231,340

TOLEDO—Reported by Archibald Gassaway, secretary the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	50,700	73,800	2,400
Corn, bus....	225,900	138,000	151,800
Oats, bus....	275,200	65,600	227,100
Barley, bus..	29,800	1,000	70,450
Rye, bus....	7,100	600	2,800

SAMPLING IN BOATS OR BARGES

Secretary Houston has amended Regulations No. 5 and 6, of the rules which control the operations of the Grain Standards Act. No. 5 refers to the manner of sampling grain in a boat or barge, and No. 6 to the method of filing an appeal or dispute and paying the fees. The changes are as follows:

Amend regulation 5, section 7, paragraph 3, so as to read as follows:

Paragraph 3. In case of bulk grain in a canal boat, barge, ship, or other vessel, at least five probes, and as many more as may be necessary, in the discretion of the sampler, shall be drawn from the grain at different points through each hatch or opening in the deck, except that, when it is impractical to obtain a sample in accordance with the foregoing portion of this paragraph, it may be drawn from the grain stream while running from the spout or on the belt or other conveyor to or from the vessel, if taken in such a way as to secure a representative portion of the grain.

Amend regulation 6, section 3, paragraphs 3, 4, and 5, so as to read as follows:

Paragraph 3. Unless advance deposits have been made at or prior to the filing of a complaint or stipulation in any Office of Federal Grain Supervision, there shall be delivered to such office a check, certified if required by the Chief of the Bureau of Markets, or a post-office or express money order, payable to the order of "Disbursing Clerk, Department of Agriculture," for an amount sufficient to cover the fees, to be determined as follows:

The minimum deposit, in each appeal or dispute, shall be \$4. When the total in any appeal or dispute at the rates specified in paragraph 1 of this section would amount to more than \$4, the deposit shall be at said rates. Additional sums may be required by the official hearing the appeal or dispute when deemed necessary by him as advance deposits.

Paragraph 4. Any part of such advance deposit which may remain after payment of the fee assessed shall be returned to the party or parties depositing the same. In case an appeal be sustained, the amount of the fee assessed shall be refunded. An advance deposit made in a dispute referred by filing a complaint shall be applied to the payment of such fee as may be assessed against the complainant and may also be held as security for, and, unless otherwise paid within 15 days after service of a copy of the findings, may be applied to, the payment of such fee as may be assessed against the respondent. An advance deposit made in a dispute referred by filing a stipulation shall be applied to the payment of all fees in the dispute.

TRADE NOTES

Max Hurd, for a number of years past secretary of the Union Iron Works and the Beall Improvements Company of Decatur, Ill., has removed to Chicago having become vice-president of the Moore & Lorenz Company of that city, succeeding Peter A. Lorenz who retires.

"Wheat will win the war," says The Clark Dust Collecting Company of Chicago, Ill., in one of its recent advertisements. We fully agree with this company and it follows up this statement by saying that wheat should be protected and that this can be accomplished by using Clark's Chicago Metal Dust Collector which reduces the fire hazard to a minimum. The company has a special system for grain elevators which it will be glad to tell about to any one interested.

The International Manufacturing Company of Crestline, Ohio, is calling the trade's attention in some late literature to their No. 142 Standard Grain Cleaner. The design of this machine is to make wheat grade equal to any, and better than most. Their No. 132-B Standard Seed Cleaner is a machine also for which they claim many points of superiority. They are easily installed and guaranteed to do perfect work. A request will bring at once their illustrated booklet fully describing these two valuable machines.

The test of age is not always a dependable one in judging either man or machinery. However, a successful career of 40 years is generally considered a sufficient guarantee of merit. A career of this duration has been rounded out by The Cutler Company of North Wilbraham, Mass., in their Cutler Meal Dryer. This is an all metal steam dryer and operates on cornmeal, hominy, brewers' grits and meal and all cereal products. The company has complete catalogs describing it fully which will be mailed on request.

Those of the grain trade who are troubled with buckhorn and rape in clover seed and alfalfa should correspond with the King Manufacturing Company of North Vernon, Ind. As a result of their experience in their own seed cleaning house they perfected and brought on the market The Improved King Buckhorn Machine. It has proven a perfect machine for separating buckhorn and rape from clover seed and alfalfa, requires but small horsepower and is said by users to be absolutely necessary in every plant where seed cleaning is done.

Ballinger & McAllister, grain elevator builders of Bloomington, Ill., report the following: Contract from Cissna Park Grain & Coal Company, Cissna Park, Ill., for a new 50,000-bushel concrete grain elevator. This company already has a 100,000-bushel cribbed elevator in the same town and their 30,000-bushel cribbed elevator was recently dismantled by the Bloomington firm; also contract from the Farmers Elevator Company of Mansfield, Ill., for the construction of a 40,000-bushel concrete elevator; contract of the Farmers Elevator Company of Brockton, Ill., for a 30,000-bushel wood elevator.

L. Freeman Little, president of the Anglo-American Mill Company of Owensboro, Ky., was presented with a silver loving cup by the members of the Community Millers Association at their first annual meeting held at Cincinnati, Ohio, July 10 and 11. The presentation was made by Vice-President S. B. Ray of Gamaliel, Ky., who stated the gift was designed as a testimonial of what Mr. Little had done for the small millers of America. The Association was the result very largely of Mr. Little's interest and work in achieving the formation of a body of small millers to take greater care of their interests in all matters relating to this industry. Millers having a capacity for manufacturing 300 barrels of flour or less are eligible to membership in the Association and over 300 millers attended the first annual meeting. The majority of this number signed their names as members of the new organization.

THRIFT IN WAR TIME

Wm. H. Rankin, chairman of the Newspaper Division of the American Association of Advertising Agencies, and president of the Wm. H. Rankin Company, New York, Washington and Chicago, has written a series of War Thrift articles for the *New York Commercial*—

Keep Busy
The Motor Car Owner's Thrift
The Workingman's Thrift
The Employer's Thrift
The Employee's Thrift
The Salesman's Thrift
The Advertiser's Thrift.

These articles have caused considerable favorable comment in Washington and in business circles nationally. The "Salesman's Thrift" reads as follows:

Keep Busy!

That's the power behind every success.

Let's make more calls a day. Let's write more sales a day. Let's put more honest effort into every call and every sale.

Then we'll sell in one day what we used to sell in two.

That is thrift.

Thrift of time—the salesman's thrift.

Time is all valuable, the most precious thing we have. We have abundant time, but only if we conserve it. Spend it carefully. Make each hour, each minute count. Make it count for ourselves, for our employers, and for our Country.

If we conserve time, we shall be helping ourselves and our families; we shall be helping business; we shall be helping to win the war, and preserve Humanity. So work! And keep on working. Work moves mountains. Work makes the impossible possible.

Work with your customers. This is team work. Help them breathe your spirit of work into their organizations. Help them make their workers time—thrifty. Show them by example the benefits of constructive, not destructive work.

Therefore don't knock anybody. And don't let others knock. Don't criticise till you have a tried-out remedy. A knocker is a time spender. He squanders the time of himself and his listener.

Knocking has no part in a salesman's creed.

Boost!

Scatter optimism broadcast. You can't squander it.

Be Time-thrifty for your employer, for business, and your country, and you can't help being thrifty for yourself.

Then you will lift yourself by your own bootstraps; you will lengthen your height and vision to reach whatever you work to get.

To be thrifty you must be creative. To be creative you must work—to do in one hour the work that we formerly did in two.

There has been such a demand for a complete set of these Thrift articles that R. R. Whitman, publisher of the *New York Commercial*, has printed them on cards and in a booklet. A letter on your business stationery will bring a set to you.

Many manufacturers are ordering reprints of these to go in the pay envelopes of their salesmen and employees; and the cards are being used in offices and factories.

THE Interstate Commerce Commission denied the appeal of railroads to increase grain carrying rates from Sioux City, Iowa, to points in Colorado south of Pueblo. This means that Sioux City will still be on a basis to compete with lower Missouri River cities, and grain men of that city are gratified over the decision of the Commission.

APPLICATION OF GRAIN STANDARDS

The Bureau of Markets of the Department of Agriculture has recently issued a bulletin in which they outline some of the improvements that have been accomplished by the application of the Grain Standards Act, showing at the same time the difficulties under which they are laboring with fixed prices of the wheat, and the different effects produced by war and peace conditions. The bulletin is, in part, as follows:

All branches of the grain industry are vitally interested in the grades as originally promulgated and as revised, and in their uniform and impartial application. The Department, having been charged with the responsibility of putting them into effect, is impartially discharging that responsibility with vigilance and increasing efficiency.

Variations in Grade.

Prior to the establishment of the standards under the United States Grain Standards Act there was little uniformity either in the standards in use or in their application by the various boards of trade, chambers of commerce, and other similar organizations. Grain which would be given a certain grade in one market might be given an entirely different grade according to entirely different standards in some other market. Under the standards then in use a uniform price basis applicable to the entire United States for a particular class of grain of a given quality was practically impossible. It is true that under the Federal standards, and with Federal supervision, variations may and do occur in the grade assigned a particular lot of grain by two or more licensed inspectors. Such variations in grade are not due necessarily to the inefficiency of the licensed inspectors, but may be caused by differences in samples upon which inspectors based the grade. Variations of this kind are certain to occur regardless of the standards under which the grain is graded. However, variations in grade, as determined by two or more inspectors, are not nearly so frequent under the various standards in vogue prior to the establishment of Federal standards.

The fact that variations in grading at different markets occurred frequently, prior to the time the United States Grain Standards Act became effective, together with the fact that it was realized that some variation was certain to occur in grading under the Act, caused Congress to provide ways and means whereby parties to a transaction involving such variations could appeal to the Secretary of Agriculture for the determination of the true grade of the grain. The Department of Agriculture is lending every effort to secure a uniform application of the standards established under the Act, and through the co-operation of producers and the grain trade, marked progress in this direction has been made since the standards for corn and wheat became effective.

Inspection Efficiency.

Steps have been taken to bring about, as rapidly as possible, uniform inspection of grain. A corps of traveling supervisors has been appointed. Their duties, among others, are: To keep in touch with conditions and practices in the terminal markets and inspection points of a designated territory; to handle complaints concerning variations in grading between markets; and to assist the supervisors and inspectors in arriving at uniform practices. Efficiency records are compiled, from which it will be possible to ascertain the percentage of accuracy attained by each inspector and, in case of error, the factor or factors in which he is least efficient. It will be possible also to compare the efficiency of one market, taking the inspector's records as a basis, with the efficiency of other markets; also, if a market lacks in efficiency, those lines along which it seems to be least efficient. It is believed that the work of the traveling supervisors and the constant checking up of inspections of licensed inspectors will have a very beneficial effect in establishing uniformity in applying the standards. It must be remembered that the grain trade and inspectors have had a very short time within which to adjust themselves to Federal grain supervision. Likewise many new problems must be met by the Department. Even in peace times and with normal conditions prevailing, the greatest benefits could not have been attained in the short time that has elapsed. Obviously the task has been intensified by the abnormal conditions under which the entire industry and the Department as well have been working.

Federal Grain Supervision in War Times.

The war has brought with it a readjustment of commercial conditions, involving, in the grain business, radical departures from established customs and practices. The Food Administration Grain Corporation has entered the field of grain marketing. Transactions involving the purchase of wheat controlled by this corporation are based upon the standards established under the United States Grain Standards Act. Because of the abnormal conditions under which grain is marketed to-day, there is much confusion in the minds of both producers and grain dealers with respect to what share, if any, the United States Grain Standards Act and the standards established thereunder have in

determining whether the producer shall receive a just price for his products.

Under normal marketing conditions a great number of grades is neither desirable nor necessary. Under normal marketing conditions standards are desired in which the grade requirements of each of the grades are sufficiently broad to permit a certain range in quality and condition, and consequently in actual value, of the grain falling within any one of the grades. Prior to the establishment of standards under the United States Grain Standards Act grain was frequently classed within one grade which sold at a range of 4 or 5 cents and occasionally as much as 17 cents per bushel. Whenever a definite price is fixed for all grain coming within the limits of any one grade, the grain meeting the requirements of the upper limit of the grade sells for less than its actual value, while that which falls at the bottom of the grade sells for more than its actual value. Under fixed prices this condition will maintain in any system of commercial grading. If grades were to be fixed for the purpose of classifying all grain of exactly the same value into a single grade, a great number of such grades would be required. In fact a grade would have to be provided for every possible combination of factors having a value different from that of any other combination. Such a system of grain grading would not be applicable to commercial grain marketing because of the difficulties in determining accurately each factor involved in arriving at the value of the grain. Under normal marketing conditions competitive bidding of purchasers for grain insures prices based on actual worth for a given purpose. Grain which may receive a low grade because of some factor which is not objectionable to a purchaser who desires to use it for a given purpose may sell at a premium over other grain of the same grade, and sometimes may sell for a price equal to that paid for higher grades. This condition cannot maintain under any system of commercial grading when a fixed price is established for all grain falling within any one grade.

Federal Grain Supervision in Time of Peace.

The establishment of peace will bring with it new marketing conditions in the grain business and a consequent readjustment of commercial practices. The producer, the grain dealer, and the manufacturer will have opened to them again a competitive market and a broad field for commercial activities. The period of readjustment will be attended by many uncertain and perplexing problems in production, marketing, and distribution, which must be met. During the period of transition from a war to a peace basis, Federal grain supervision should exact a stabilizing influence in all branches of the grain industry.

The producer of grain should be paid for his product in exact proportion to its value. The farmer who produces grain of good quality should receive a price commensurate with its grade and value. He should not be obliged to sell grain of good quality at a comparatively low price in order to protect the purchaser who receives from other farmers at the same price grain of poor quality. Federal grain supervision should protect the producer and country grain dealer from unjust discounts and provide for deserving premiums. It should add stimulus to good farming methods in the form of premiums paid for a superior product.

The country grain dealer, with definite standards uniformly applied to guide him in making purchases and sales, should render a service to the community at less cost than before the establishment of Federal standards. The commission merchant and the broker likewise should be able to render more efficient service to their patrons because of improved terminal market conditions which should result from uniform application and definite and fixed standards. The miller and manufacturer should know definitely what quality of grain may be delivered to them and as a result should be able to operate their industries on a narrow margin of cost.

No longer may inspectors change standards at will, nor exercise leniency in grading in order to maintain the good will of interested parties. Neither may one set of standards at terminal markets be used for grading country receipts and another set of standards for grading terminal sales and outbound shipments.

Federal standards for grain, uniformly applied throughout the United States, should encourage honest competition, eliminate many abuses and unfair practices, provide a uniform basis for the determination of price at country points and at terminal markets, and generally establish confidence and security in all branches of the grain industry to the mutual benefit of the producer, the grain dealer, and the consumer.

The Bureau of Markets asks for and earnestly desires to receive the full co-operation of all branches of the grain industry in carrying on this important work.

The Italian Government has sent to every grain grower in that country a blank giving the location of the farm and the kind and amount of cereals produced. The farmer may keep out enough grain for seedling, and for the requirements of his family and help. The Government will requisition all the surplus of wheat, barley and rye.

NEWS LETTERS

KANSAS CITY

B. S. BROWN - CORRESPONDENT

IN the crop year ending June 30, Kansas City received only 22,226,400 bushels of wheat, the smallest showing in 20 years, and about one-third as much as in the preceding season. Small as last year's arrivals were they surpassed expectations, as the Kansas crop, 46,000,000 bushels, was less than the state's normal milling requirements. Corn receipts for the first time in 20 years exceeded wheat. The total for 12 months was 28,323,750 bushels, with the exception on the year 1912-13 the largest on record. Oats receipts set a new high record, 18,484,100 bushels, and were twice the preceding year's. Kansas City mills made 2,733,200 barrels of flour the past year, or 435,000 barrels less than last season.

* * *

Memberships in the Kansas City Board of Trade took a sudden jump when trade in carlots of wheat reverted to established grain dealers. Two sold for \$9,500 including the transfer fee of \$500, or \$2,000 more than the preceding sale and a new high record by \$1,000. Oscar Cook and I. H. Blood purchased the memberships of Otto Swaller and L. R. Stevens, respectively. B. M. Huffine is also a new member on transfer from John Bomgardner, deceased, and Arthur B. Kelley on transfer by certificate from his father John Kelley, deceased.

* * *

Deliveries of corn on July contracts at Kansas City the first few days of the month were unusually large, 398,000 bushels. Much of the corn changed hands rapidly. Elevators, it is understood, bought liberal amounts of low grade corn in the carlot market which after being worked over was delivered on July sales.

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Members of the Kansas City Board of Trade have made small increases in their commission charges for handling grain on shipping orders. The charge for wheat is 1 per cent of the purchase price and for other grain 1 per cent of the purchase price, with various maximum and minimum charges.

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Since new wheat began to move both the Missouri and Kansas State Grain Inspection Bureaus have found themselves unable to handle the increased volume of business with promptness, due to a shortage of labor. Members of the exchange are lending their aid in the matter. In many cases on account of the time required to make the elaborate moisture tests samples of wheat are 48 hours reaching the tables after being reported in town.

* * *

Less wheat arrived in Kansas City last month than ever before in June; 126 cars, most of which was new and was received the last three days of the month.

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Lieut. Donald Moffatt, son of E. O. Moffat, president of the Moffatt Grain Company, and his brother-in-law, Lieut. Charles J. Devlin, a pilot of the Royal Flying Corps at Hamilton, Ontario, visited the Kansas City Board of Trade June 28. Lieut. Moffatt recently received his commission at the artillery training school at Columbia, S. C.

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The movement of new wheat to Kansas City has started out in much larger volume than ever before, due to dry weather in the Southwest the past month which allowed early threshing. In the first nine

days of July receipts amounted to 7,763,100 bushels and on the seventh day after the first new wheat was reported in, arrivals totaled over half a million bushels.

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Some dissatisfaction was expressed at Kansas City over the new guaranteed wheat prices, as revised to conform to the advance of 25 per cent in freight rates. The freight advance between Kansas City and St. Louis is equal to 1½ cents a bushel and the price differential between the two markets was increased 3 cents. The increase in freight rates between Kansas City and Chicago is 1.8 cents a bushel, and the price differential was increased 2 cents. Under this arrangement Kansas City dealers say that probably a large territory in Missouri that formerly shipped to Kansas City will now find it to their advantage to ship to St. Louis.

MILWAUKEE

C. O. SKINROD - CORRESPONDENT

THE brewers of Milwaukee, who are affected by the new plan to cut down coal for brewing are making plans to meet the new conditions which will mean the cutting down of the use of barley and malt as a result of the Government war orders.

The Milwaukee Brewers' Association has considered some of the problems involved in the new order by which there will be a 50 per cent cut in the fuel supply for brewing purposes. According to information given to the local brewers the standard will be 50 per cent of the average amount of fuel used in the normal production of beer for the last three years.

Gustav Becherer, president of the Association, says he does not know just how much it will be necessary to consolidate breweries in the desire for economy under the new regime. He declared that the best thing would be for the brewers to get together and figure out just where consolidations may be advisable and just which breweries would close. The general proposition is put forth that the breweries should be kept operating only in case of those which can be operated on the most economical basis. This to hold good in case it is decided to close any of the breweries.

The general feeling among Milwaukee breweries is that one result of the new order will be higher costs for beer. Cutting down brewing plants to 50 per cent of their normal output, it is felt will help to increase the cost of output very materially, costs which will ultimately have to be met by the consumer.

M. J. Fischback, of the Cream City Brewing Company, declares that a consolidation of two or three breweries will probably be advisable under the new regime. Brewers must unite, he thinks, if they are going to go on doing business. He asserted that the new order would cut down the production of his plant at least 42,000 barrels. He gave it as his opinion that the day is not far off when beer will be selling for 10 cents a glass in Milwaukee, many now charging that price.

Other brewers of Milwaukee declared that it would be great economy if the breweries could do their brewing together and that consolidations would be more than likely under the new plan of cutting fuel allowances in half.

* * *

F. H. Foy, manager of the Milwaukee branch of the American Malting Company, denies rumors that have been circulating about the country to

the effect that the company would liquidate all its assets. Mr. Foy thinks that some of the stockholders may have a scheme to boost the price of the stock and that the rumor may have been started for that reason.

The company has sold two of its plants according to Mr. Foy, but these were sold merely because they were obsolete. One of these plants, he said, was in Chicago and one was in Milwaukee. The Milwaukee plant was sold about four months ago to the Ladish Milling Company. The company still retains one of its Milwaukee plants. The concern still produces as much malt as before, as the plant sold was usually opened only during the summer. The one plant remaining will be operated the year round. The American Malting Company still has two plants in Chicago, one in Watertown, Wis., one in Buffalo, one in Syracuse and one in Hamilton, Ohio.

* * *

The plan of prohibiting trading in futures at Milwaukee for the period of the war and of restricting any such trading in a way as may seem most desirable, is the policy adopted by the Chamber of Commerce after a referendum vote by the members of the Chamber and the adoption of the proposition by the Board of Directors.

The amendment declares that during the period of the war the Board of Directors shall have the power to prohibit the making of contracts for the present or future delivery of property traded in on the Exchange and to limit or restrict such trading in such manner as the public welfare and the best interests of the association may demand, either by the imposition of a maximum price above which no member shall make a contract, or otherwise.

If the Board of Directors of the Chamber shall so prohibit trading, the Board shall further select a committee whose duties shall be to fix the price basis for all settlements of such contracts for future delivery. A violation of the provisions of the section shall be deemed a grave offense against the good name of the Chamber of Commerce Association and shall render the member so liable to the most severe penalties.

Chamber of Commerce members believe that during the period of the war any limitation of futures trading which may be found desirable should be instituted without fear or favor and without any delay. The temper of grain men is that whatever restriction may be needful for the prosecution of the war should be put into effect regardless of how this may interfere with the present rights and liberties of members.

* * *

The following officers were chosen at the meeting of the Receivers' Association: President, J. V. Lauer; vice-president, W. A. Hottensen; secretary-treasurer, E. H. Heimke; directors, L. L. Runkel, William Eiteneier, A. L. Johnstone and A. L. Flanagan.

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The United States Railroad Administration has sent the information out that the following carrier properties will be taken over and operated by the Government: The Grand Trunk Road, Milwaukee Car Ferry Company, Green Bay and Western Railroad and the Milwaukee Terminal Railway.

* * *

Milwaukee grain men declare that a great crop of grain is indicated by the latest crop report, especially that barley and rye, the two crops of greatest interest to grain men here, will be large yields. Grain men also point out that though the corn crop will be large according to present indications, there are still many contingencies possible between now and corn harvesting time. Wheat, it is believed, will be an enormous yield despite the fact that the wheat estimates were cut down about 40,000,000 bushels for the month of June.

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The Chamber of Commerce took a special recess for a period in the day in special observance of Flag Day.

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The Chamber of Commerce has made a strong campaign to boost the War Savings pledges. A

large number of pledges were obtained by the following committees:

Elevators—H. M. Stratton, Albert R. Taylor, Gustav Kruse, and Joy M. Hackler.

Receivers—H. Stolley, W. A. Hottensen, J. T. Mallen and L. Keefe.

Pit—W. E. Stacks, William Young and M. Marlett.

Seed—S. G. Courteen, Hugo Teweles and E. L. Rosenberg.

Feed—Edward La Budde, C. B. Pierce and Thomas Corcoran.

Maltsters—G. J. Zimmermann, Kurt Freedtert, Christian Kurth, and George J. Weschler.

Millers—J. H. Manning, J. A. Mander, and J. H. Crittenden.

General—Clark Fagg.

The Chamber of Commerce more than completed the allotment in the pledge campaign.

* * *

Reports given at the meeting of the Wisconsin Bankers' Association in Milwaukee indicated that scores of thousands of acres of pedigreed wheat were added to the wheat area of the state as a result of the campaign to have 100 odd bankers in every corner of the state distribute pedigreed wheat to farmers of their locality. This wheat will in turn be sowed according to plans of distribution which will be devised by the Wisconsin Farm Experiment Association.

* * *

Prof. R. A. Moore of the College of Agriculture of the University of Wisconsin is most enthusiastic about the crop prospects in this state. He declares that not only did the state go over the top in its spring wheat acreage but the prospects are bright that the yield will show a similar gratifying increase.

Prof. Moore has just returned from an extended trip through the state and reports that he has never seen finer prospects for the spring wheat than now. Prof. Moore also states that the growers of Wisconsin are very fortunate because they have so much of the early variety of wheat which usually ripens long before the rust comes along to damage it. He looks for a bumper crop of wheat in this state this year. Prof. Moore also declared that he had never seen oats and barley looking better in Wisconsin than at the present time. The stand of corn is said to be better in this state than ever before, according to Mr. Moore, despite the fact that there was more trouble in getting good seed corn than for many years in the past. All in all, Prof. Moore thinks Wisconsin will have better crops than ever before if no untoward conditions intervene between now and the harvest time.

* * *

A proposed car ferry line between Milwaukee and Muskegon and between Manitowoc and Muskegon, which will make direct rail and lake connections between these two Wisconsin cities and points in the east, has been indorsed by the Milwaukee Association of Commerce. The object of the new line was explained by W. W. Butterfield of Muskegon who held a conference with the Association officers. Mr. Butterfield represents the recently organized Muskegon Railway and Navigation Company which proposed building a belt line around Muskegon to connect the lake port with the Grand Trunk, Pere Marquette, and Grand Rapids and Indiana Railway. This is a part of the scheme of starting this new car ferry line.

The new car ferry line will be of great benefit to Milwaukee because it will give the chance for Milwaukee shippers to avoid the congested gateway of Chicago, according to Frank Barry, head of the Traffic Department of the Association of Commerce of Milwaukee. Another advantage of the new scheme is that it offers a chance for break bulk traffic as well as full car traffic which has been the rule on the other lines.

* * *

George A. Schroeder, traffic manager of the Chamber of Commerce, made protest to the Wisconsin Railroad Commission against the ruling by Regional Director Aishton of Chicago providing for a minimum charge of \$15 a car for switching shipments of grain, flour, feed and a number of articles from one industry to another. The rate

was 1 cent per 100 pounds, or \$5 a car for a minimum of 50,000 pounds. If the \$15 per car rate is continued, a considerable loss of trade with Milwaukee shippers is expected to result as outside shippers can make shipments direct to industries without paying the additional switching charges, it is said.



D. E. WILLARD, manager of the John Miller Company, has returned from a 2,400-mile automobile trip during which he covered parts of Iowa, Illinois and Indiana. He said that he was greatly impressed with the appearance of the crops over the territory he covered. He was told that growers are looking forward to surprising threshing returns in wheat, and that it is expected to be marketed early.

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H. G. G. Barnum of the Barnum Grain Company is recuperating at Isle Royale after having been laid up for over three months through illness.

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Wilbur Joyce, manager of the Van Dusen-Harrington Company's Duluth office, is on duty after a month's vacation during which he made a run down to New York.

* * *

Fred E. Lindahl, manager of the Cargill Elevator Company, has returned from a six weeks' trip spent in New York and at other Eastern points. He said that he was struck by the optimistic crop news coming from all parts of the districts he visited. He looks forward to an active milling demand from Eastern millers for spring wheat next fall on account of the Food Administration having let down the bars in marketing and distribution.

* * *

E. N. Bradley, J. H. Ball, W. W. Bradbury and Garfield Meyer of the Duluth Board of Trade and R. J. Nye of Superior, have been appointed a committee to co-operate in facilitating the movement of grain during next fall and winter. It is intimated that the Administrator of Railroads for the Northwest proposes to leave no block in the way of a heavy movement of grain to the terminal elevators here during the new crop year. It has been announced that thousands of cars will be spotted at the principal receiving points in Minnesota, North and South Dakota and Montana. It is hoped to avoid the mistake made last fall in spotting surplus cars at some of the former railroad competing points, while the rolling stock available in other districts was inadequate to take care of shippers' requisitions. Officials are looking forward to an illuminating demonstration of the efficiency of transportation facilities under Government operation.

* * *

Some fine looking samples of spring wheat and rye plants were recently shown on the Duluth Board of Trade by Walter Blecher, agent of the Hoover Grain Company. They came from south of Fargo, N. D. The stocks were strong and healthy, and the heads well filled out.

* * *

R. A. Edmond, manager of the Grand Trunk Railroads' system of elevators, with headquarters at Winnipeg, predicted heavy yields of wheat and other grains over the Canadian Northwest this season in the course of a recent visit on the Duluth Board of Trade. He automobilized down from Winnipeg to this city and made some side trips enroute. He thinks that in spite of dry weather conditions over parts of Saskatchewan and Alberta, returns of wheat from those provinces will make a big showing, especially in view of the greatly increased acreage under crop. He asserted that the outlook through Manitoba could not well be improved upon and that with the season much earlier

than last year, the danger of damage through frosts will be at a minimum.

* * *

Grain operators at the Head of the Lakes are prepared to make the best of it under the new line-up of differentials and other regulations to govern the marketing of wheat this season, as recently announced by the Grain Corporation. Operators and the elevator interests here are sanguine that with the advantage of its lake position and price basis set for No. 1 wheat of $3\frac{1}{2}$ cents under Chicago at \$2.22 $\frac{1}{2}$ per bushel, and of 1 cent over Minneapolis, a substantial tonnage of wheat will be routed this way from over the Northwest. While representatives of the Board of Trade fought hard for more favorable differentials as regards Chicago and Minneapolis, they recognized that the members of the Administration were confronted by a difficult problem in framing up a basis of prices that would be fair to all the markets and at the same time assure the grower in Montana \$2 for his wheat at his railroad station. Said M. L. Jenks, president of the Duluth Board of Trade, "I think that operators and elevator men here will be able to remain in the business during the coming season. As I figure it out they will be able to buy wheat on this market and ship it East cheaper than Minneapolis millers will be in position to lay flour down that way. That will enable them to buy for the Eastern mills as in former seasons." Lake shipping interests here assert that ample vessel tonnage will be available to move all the wheat likely to offer before the close of the navigation season. They have been assured that they will be given full co-operation by the railroads and elevators in order that congestion may be confined to a minimum.

* * *

Elevator interests at this point were greatly impressed by the announcement of Julius H. Barnes, president of the Food Administration Grain Corporation, during his recent visit here, that it will be the aim of the Government to accumulate a surplus of 300,000,000 bushels of wheat of the 1918 crop as a guarantee against a possible deficiency during the 1919 season. With 27 plants in operation, the elevator capacity at Duluth and Superior is now rated at over 35,000,000 bushels and their handling capacities are relatively large as a result of their modern equipment. Two new additions to their elevators were placed in operation last year by the Capitol and Consolidated Elevator Companies and had marketing conditions remained as they were during the 1915 and 1916 seasons new houses would probably have been erected by the Great Northern and Itasca Elevator Companies. The former company, had in fact, gone as far as to let a contract for a fireproof elevator with a capacity of 3,500,000 bushels. The Itasca Elevator interests purchased a site two years ago in order that they might be ready to build whenever trade conditions should warrant the undertaking.

* * *

Operators in the flaxseed market have been under a severe strain recently. As a result of dry weather conditions over Northwestern Montana and parts of North Dakota, the new-crop flaxseed futures have registered bulges extending to 70 cents per bushel during the last two weeks on heavy bidding by crushers and short-covering. A bull faction led by W. D. Jones, representative of the Hallet & Carey Company, on this market has all along been preaching the gospel of short supplies and the possibilities offering of substantial enhancements in quotations. Some operators who climbed upon the wagon with them are reported to have pulled down good profits.

* * *

The oats market here has been subjected to persistent selling pressure in consequence of favorable crop reports and the outlook for a heavy production of that grain in this territory this season in view of the larger acreage under the crop. The present cash price basis for No. 3 white oats at 74 $\frac{3}{4}$ @ 77 $\frac{3}{4}$ cents shows recession of around 5 cents as compared with 10 days ago.

* * *

Percy H. Ginder, in charge of operations of the Food Administration Grain Corporation on this market, has announced that he will continue to

give directions for the distribution of wheat arriving at this point until further notice. He regards it as unlikely that any change will be made until the new season's crop begins to move.

* * *

W. L. Zimmerman, of Beach, N. D., was a visitor on this market recently. He asserts that the outlook for the flaxseed crop in his territory is worse than now at this time last year on account of seed sown on new breakings not having germinated owing to dry weather.



A FIRE of unknown origin, furnishing another of the mysteries of the sort which have occurred since the United States got into the war, destroyed the hay warehouse of the Van Leunen Hay & Grain Company, at 24th and Donaldson Streets, Covington, across the river from Cincinnati, on June 25, and 60 carloads of hay were consumed in the building. The loss is estimated at about \$10,000, partly covered by insurance. The blaze spread rapidly, on account of the inflammable



ED NIEMEYER OF FITZGERALD BROS. COMPANY, AND LOU McGLAUGHLIN OF DAN B. GRANGER & CO., STRAYED INTO A PHOTOGRAPHIC STUDIO AT THE NATIONAL HAY CONVENTION WITH THE ABOVE RESULT

nature of the building and its contents, and the fire department found it impossible to do more than confine the fire to the one structure. The Van Leunen company had recently effected a lease on the property, and may decide to have a new building put on for it on the same site. An investigation by the Covington fire department, with the co-operation of the state authorities, into the cause of the fire, is being made, but so far nothing has been discovered tending to indicate how the blaze started.

* * *

A practical piece of conservation work has been initiated in Hamilton County, with the backing of the Food Administration and D. R. Van Atta, local agricultural agent. Mr. Van Atta called a meeting of threshermen at which 20 odd thresher operators attended, and arrangements were discussed to save every grain of wheat possible, by methods of avoiding waste and loss. Among the measures to this end suggested were feeding sheaves into the thresher head first, that no bundles be placed on top of each other, that farmers with small quantities of wheat to thresh stack their grain while waiting for the thresher, and that threshermen place a 10 by 12 canvas under their machines in order to catch all grain dropped. A committee will inspect threshers in operation all over the county during the threshing period, in order to see that these suggestions are complied with.

* * *

The wheat crop in Hamilton County is declared by farmers and experts to be the finest in quality and the heaviest in yield in 15 years. This conclusion was fully borne out by the first local crop

threshed and marketed, being from the farm of J. F. Lemon, near Newtown, Ohio, in Hamilton County, shown by W. L. Brown on the Cincinnati Grain and Hay Exchange. The wheat weighed 61 pounds to the bushel, and was satisfactory as to yield.

* * *

W. L. Van Hise, a grain handler at Wyoming, north of Cincinnati, finding it difficult to secure cars to handle the grain his customers brought in, recently made an appeal direct to the Railroad Administration at Washington, pointing out the importance of furnishing cars to move the crop, and declaring that it is not the fault of the farmers that wheat is not moving rapidly. According to Mr. Van Hise, he had kept wheat in his barns as much as five weeks waiting for cars. His complaint received prompt attention from Washington, and he was assured that it was taken up direct with the railroads.

* * *

Three employees of the Early & Daniel Company were recently arrested, following careful investigation by detectives, on charges of stealing grain sacks valued at more than \$500 from the stables and elevators of the company in Cincinnati. According to the detectives, the thefts extended over a period of six months. The purchaser of the sacks, who was located, was also placed under arrest, charged with receiving stolen goods.

* * *

The Cincinnati Grain and Hay Exchange recently lost its highly efficient and popular telephone operator, Miss Ruth Roach, by the wedding route, Miss Roach becoming the bride of W. C. Scott, of the Louisville & Nashville. The Exchange presented her with a substantial check in token of the appreciation of the members for her long and useful service, and many members also presented other suitable gifts. The loss was a temporary one only, fortunately, as Mrs. Scott felt it the part of patriotism to return to her work with the Exchange after a brief honeymoon.

* * *

The Teegardin Grain Company's elevator at Antwerp, Ohio, operated by R. N. and R. D. Teegardin, is for sale, as a result of both proprietors going into military service. As a letter from the firm puts it: "We have but one reason for selling, and only one. The two of us are young men of draft age and will very shortly be in service 'over there.' No exemption for either. We're going. This business must sell. Were it not for this fact you couldn't get it away from us. It is a money-maker, and the liveliest proposition any country grain dealer could wish." As both young men have been inducted into the service, it is hoped that a profitable sale of the property was accomplished. Roy Teegardin, one of the brothers, formerly lived in Cincinnati.

* * *

The coming of the threshing season, with its work for the women on the farms caring for the threshing crews, led the Food Administration at Columbus to issue special instructions to farmers' wives on the subject of lavish threshing dinners. It was pointed out that in the past the habit has been to prepare much larger quantities of food than were required, in consequence of a rivalry between farmers' wives in that respect, and that great waste resulted. A limited variety of plain food, in ample quantities, with the use of the various substitutes recommended for wheat flour, sugar and meats, was urged by the Administration.

* * *

The elevator at Troy, Ohio, formerly operated by Clarence Roszell, and operated recently by Jos. Barnett as receiver for Mr. Roszell, has been purchased by John K. Martin, a farmer and business man of that section, for about \$14,000, and will hereafter be operated by the buyer. Mr. Roszell will be retained as manager of the business, and his name will be attached to the concern, which will continue to be known as the Roszell Elevator.

* * *

The demands of the army and of other branches of the national service, coupled with the shortage of labor in many lines of industry and the pressing demands of the harvest season, have drained the

mills and elevators of men, according to reports received by the employment division of the Ohio Defense Council, and urgent calls are being sent out for skilled millers, engineers and others required in flour mills and grain elevators. Men qualified for such employment are especially requested to communicate with C. H. Mayhew, director of employment, Ohio Defense Council, Columbus.

* * *

The Hardin Grain & Supply Company has been incorporated at Hardin, Ohio, with a capital stock of \$20,000, to handle a grain and building supply business. G. D. Miller, Watt Laughlin and others are interested.

* * *

The Rockford Grain Company has been organized by A. D. Behmyer, Berry C. Miller, H. H. Dustman, Lewis S. Brandon and W. T. Palmer at Rockford, Ohio, and will handle a general grain business. The company is capitalized at \$35,000.



RECEIPTS of grain at the terminal elevators along the waterfront at Buffalo since the opening of navigation are the smallest in the history of the port. Never before has such a small amount of grain been brought down the lakes as this year. Receipts are 60,000,000 bushels smaller than a year ago and is almost one-third of the smallest year in the history of the United States customs office—1877.

Only 4,099,129 bushels of grain have been elevated this season and only 900,910 bushels were received at the terminal elevators last month. In previous years more than 7,000,000 bushels of grain arrive in port in a single week during the rush season in the fall. Elevator interests had confidently hoped for a busy season but there is every indication that this will be the most quiet season in the history of the port.

There is absolutely no activity along the waterfront. Many of the large lake grain carriers have been commandeered by the Government and have been sent to the Atlantic Seaboard for ocean and coastwise trade but there are still many large carriers on the lakes which are lying idle because of the lack of grain to move between the West and the East. Ships are busy carrying other freights but owners are dissatisfied because of the poor grain carrying movement.

Receipts of grain for the month of June were divided up as follows: Wheat, 437,000 bushels; corn, 164,000 bushels; oats, 172,000 bushels; barley, 89,000 bushels, and rye, 55,000 bushels. For the season up to July 1, the figures are: Wheat, 1,381,000 bushels; corn, 495,000 bushels; oats, 1,212,000 bushels; barley, 908,000 bushels, and rye, 101,000 bushels.

Buffalo has never been better equipped to handle grain than it is now. Anticipating a large movement of grain down the lakes to terminal elevators and mills in the Buffalo district, elevator interests built new structures and made additions to their equipment before the outbreak of war and now most of these elevators are lying idle most of the time. Grain scoopers, dissatisfied with conditions, have deserted the docks and now only a few of the original gangs of grain scoopers remain.

* * *

All of the special patrolmen assigned to duty at the elevators along the waterfront district have been laid off by order of the Mayor and the Chief of Police. There were 64 of them and they received \$3 a day for 8 hours' work. The police department has been notified that the elevators are now protected by private guards employed by the elevator companies and the barred zone along the waterfront district keeps undesirables away from this section of the city. Many elevators have erected barbed wire fences around their property and guards have

been stationed at the entrances. All approaches to the islands in the harbor upon which elevators stand are closely guarded by private guards.

* * *

Very little grain is being moved between Buffalo and the Atlantic Seaboard over the New York State Barge Canal. One of the reasons for this is the fact that very little grain is being received in Buffalo and a second reason is the fact that the railroads are giving priority to grain being moved between terminal elevators at Buffalo and New York City and other Atlantic Coast ports. Carrying charges are not very much lower than those on the rail lines when it comes to figuring the charge of shifting boats to elevators after they arrive at their destination. Efforts are now being made by grain interests to have the Government lower the rates on the canal so as to afford a larger differential between the canal and the railroad freight carrying charges. Secretary McAdoo, Director of the Railroad Administration, which has supervision over the New York State Barge Canal system, is investigating the possibility of changing the differential.

* * *

Members of the Buffalo Corn Exchange are transacting very little business as compared with other years. It is usually dull during the midsummer months but there is very little grain arriving in the Buffalo market, either by lake or rail. There is always a big demand for grain but the supply is abnormally small. Grain shippers are optimistic, however, and say that better times are coming and that there will be plenty of grain here within another month, when the new crop will start to move toward the Eastern elevators from the Western wheat and corn fields.



THE movement of wheat to the St. Louis market is increasing and receipts have been averaging around 200,000 bushels daily, against 30,000 bushels a year ago. Prices generally have ruled 3 to 6 cents above the maximum level of \$2.24 advanced by the Food Administration recently from \$2.20, so as to include increased freight rates of approximately 4 cents. Millers are permitted to "over-buy" the maximum as long as they keep flour within price limits prescribed by the Government.

Cash corn prices have advanced materially in the last two weeks, largely as a result of a scarcity of good grades, and a broad demand for offers in the face of moderate receipts as compared with those of last year, despite assertions of authorities that supplies on the farms are largely in excess of those of a year ago at this season.

Leading industries have been liberal buyers of corn for some time past, and in the last 10 days the demand was quickened by claims that Canada would be in the market for corn for flour-mixing purposes on a large scale; and that low stocks in Chicago and other Northern points would mean increased buying here to replace sales made to go to the Dominion.

Reports received by important commission houses indicate that the growing corn crop is in good shape despite recent high temperatures, as rains have been general throughout the state and have aided growth.

* * *

The state crop report issued on the 10th suggested a crop of 225,000,000 bushels, and remarked that should weather be favorable during the balance of the season, the harvest might exceed the 252,000,000-bushel yield of a year ago. The report indicated a wheat yield of 48,332,500 bushels, against 27,540,000 bushels last year. Oats lost 10 points in June, and the condition was placed at 83, with an indicated crop of 42,379,800 bushels, against 59,000,000 bushels a year ago. The condition of

hay was 73, against 80 a year ago, and only in the Southwest is the prospect good.

* * *

The first car of new wheat to arrive in the St. Louis market was received June 28, and was consigned to A. J. Rogers, manager for the Chicago firm of E. Lowitz & Co. It was shipped by the Portageville Milling Company, Portageville, Mo., graded No. 3 red winter, test 58½ pounds to the bushel; moisture, 11.40 per cent; dockage, 2 per cent, and was slightly smutty. The wheat was taken by the Food Administration and turned over to the Standard-Tilton Milling Company of Alton, Ill., at \$2.14 per bushel.

* * *

Wilbur Christian, St. Louis representative for the Chicago firm of E. W. Wagner & Co., won a Ford coupe automobile in an entertainment recently held for benefit of the Red Cross at Sunset Hill Country. Mr. Christian left the club before the drawing took place, and was surprised next morning by a message over the telephone saying he had won the car.

* * *

Thomas Akin, head of the St. Louis grain firm of that name, has retired from business. First announcement was that T. F. Petri, known as Phil, would succeed to the business, but this later was denied, and the affairs of the company will be wound up. Mr. Akin was one of the oldest members of the Merchants' Exchange and has been in business for over 30 years. In the days of Corwin H. Spencer, John W. Kauffman and other spectacular traders he was considered a dangerous opponent in a speculative deal, and his trades ran into the millions at times. He has departed for his home in New England for the summer. Mr. Petri, who has been with Mr. Akin for years, expects to be associated with a new grain house very shortly. He is a brother of Arthur C. Petri, St. Louis representative of Bartlett Frazier Company, Chicago.

* * *

The Milling Division offices in St. Louis have been disbanded and in the future the work will be consolidated with other business of the Food Administration. Samuel Plant who was chairman of the Missouri Division sent the following to millers: "With the close of the present crop year and the adoption of the new plan for regulation and control of the milling industry during the ensuing year, the purposes and activities of the present Milling Division are no longer necessary. The members, therefore, have made request that they be relieved from further active duty. In laying aside the work the chairman, and we believe, every element of the industry, is conscious of the privilege of having served with Mr. Hoover, and will continue every effort within their ability to the success of himself and associates."

* * *

The Seele Elevator Company, was incorporated in St. Louis recently with a fully paid capital of \$100,000, and a lease has been taken on the Mississippi Elevator, with a capacity of 1,500,000 bushels. The incorporators are Fred W. Seele, 450 shares; Eugene W. Seele, H. J. Fehr and Edward Seele 25 shares each, and William C. Seele, 450 shares.

* * *

The Langenberg Bros. Grain Company, St. Louis, has opened offices in Kansas City, under the management of C. S. Leach and Harry Fisher, former representative of the company at New Orleans. Dan S. Mullally is in charge of the hay department. In the St. Louis office Vincent Jones now has charge of the cash and future grain departments. He was at one time head of the Jones-Wise Commission Company.

* * *

Sam Mincer, grain merchant of Chicago, was in St. Louis recently and was on the Merchants' Exchange with Jacob Schreiner of the Schreiner Grain Company. Mr. Mincer had just completed a 100-mile automobile trip through Indiana, and declared that reports of frost damage to corn were in no way exaggerated as a wide strip clear across the state showed a severe visitation from low temperatures. Mr. Mincer, however, would not venture an opinion

as to whether the corn was killed outright or was in a condition to be revived by favorable weather.

* * *

Eugene C. Dreyer, returned last week from a business trip to New York and other Eastern cities. He declared that the feed situation in the East has materially improved, as supplies generally have been reduced and the demand is becoming more urgent for immediate and future shipment. Mr. Dreyer declared the crop outlook in the Eastern section is good and that business generally is working at high pressure.

* * *

Secretary Eugene Smith of the Merchants' Exchange is adding nine stars to the service flag, stretched across the trading hall, as that many members of the Exchange and employes have lately gone to war. The total number of stars now is 81. The last man to go was Raymond Gutting, for years an employe in Mr. Smith's office, who left last week for Great Lakes Naval Station.

* * *

Since July 8, smoking on the floor of the Merchants' Exchange during trading hours has been prohibited. George Harsh, chairman of the Floor Committee, claims that handling cash samples after using tobacco "smells up" the grain.



INSPECTION charges for Toledo market were revised by directors of Produce Exchange, to be effective July 15. The principal change is the flat charge of \$1.25 per car on all grain inspected in. This does away with the complicated rates in effect before when various small charges were made for grading, moisture test, weighing, etc., and makes charges following grain into Toledo equal to, if not less, than competitive markets.

Commission rate for handling cash wheat was advanced from one cent to one and one-half cents, effective July 15. This was the only change made in the commission rule.

* * *

The following have applied for membership in Toledo Produce Exchange: W. J. Perry, manager of Rosenbaum Brothers Toledo elevator, and John Larowe, president Larowe Milling Company, Rossford, Ohio.

* * *

Dismantling the offices of the Milling Division of the Food Administration began here July 1. M. N. Mennel, division chairman, with a small staff, is winding up the affairs of the division and it is expected the offices will be closed in two or three weeks.

* * *

Receipts of wheat at this market the past week totaled 12 cars, the largest amount, eight cars, arriving Tuesday. Millers and grain dealers pointed to this as an indication that farmers were cleaning out their bins of old wheat in preparation for the new grain which is expected to be threshed the last of the week.

* * *

H. Wallace Applegate, who was formerly head of the old firm of W. A. Rundell Company, and recently in charge of exports for the Central Milling Division of the Food Administration, has become associated with the Mennel Milling Company. Mr. Applegate will be in charge of the cash grain department for the company, who plan to develop this end of the business on a larger scale than in the past.

* * *

Samuel L. Rice of Metamora, Ohio, announced the formal opening of the Rice Grain Company of Toledo, Ohio, on July 13. The company will deal largely in cash grain and will have offices at 914 Second National Bank Building.

Mr. Rice is president of the new firm, and George D. Woodman is manager. Neither of these

men need any introduction to the elevator and grain interests in this part of the country. Mr. Rice has been a member of the Produce Exchange for some time, and is well known as president of the Metamora Elevator Company, besides being interested in several other elevator propositions in northwestern Ohio. He is prominent in association circles, having served as president of the Northwestern Ohio Grain Dealers Association.

A coincidence marks the opening of the new



SAMUEL L. RICE

firm on July 13, as it was just 15 years ago to the day that Mr. Rice founded the business at Metamora, Ohio.

Mr. Woodman was manager of Rosenbaum Brothers' Toledo plant for 15 years. He has been on the directorate of the Toledo Produce Exchange for several years, and is equally endowed with the president of the company, with the necessary requisites for building up a successful grain business.

* * *

C. L. Cannon, formerly grain supervisor in the Bureau of Markets at Louisville, Ky., has been appointed supervisor of the Toledo district, succeeding R. T. Miles, who was promoted to the Kansas City district.

Gordon F. Hestor, chief clerk in the grain supervision office here, has been called to the colors and will leave for camp July 22.

* * *

W. J. Perry, manager of Rosenbaum Brothers Elevator at Sandusky, Ohio, has been placed in charge of the firm's interests at Toledo also, and for the



GEORGE D. WOODMAN

present will divide his time between the two points. Mr. Perry succeeds Geo. D. Woodman, who resigned to become manager of Toledo's new firm, the Rice Grain Company.

* * *

Farmers in Lucas County are working hard to beat the Hun. County Farm Agent Ray F. Donnan, who has been in charge of the wheat-raising campaign here, estimates that 18,000 acres of wheat will be planted in Lucas County this fall and next

spring. This will establish a new record, as the highest ever reached before was 15,000 acres. Mr. Donnan says the large acreage promised is due mainly to the patriotic co-operation of the farmers with the Food Administration. The farmers, he explains, realize the importance of wheat in winning the war and are willing to do their share. The Threshing Committee has approved the following threshing prices for the season: Oats, 4 cents; barley, 5 cents; wheat, 6 cents a bushel. Threshers charging either above or below these prices will be reported to the committee for adjustment. The prices for Lucas County are considered unusually low, as, it is said, in some parts of the state threshers are charging 10 and 11 cents for wheat.

Authentic reports for the state indicate a large corn crop. Late frosts damaged the crop in a few places, but generally the stand is good, and the growing crop is in excellent condition. Wayne County, in the eastern part of the state, reports an acreage of 58,727 of wheat, being the largest ever grown in that county.

* * *

Charles R. Keilholtz, traffic manager of Southworth & Co., motored down to Dayton, Ohio, to spend his annual vacation with his brother, an electrical engineer with the Delco Light Laboratories. Mr. Keilholtz has received his call in the new selective national army, and will leave for camp July 22. Charles has been devoting his evenings to drilling at the old Armory for the past three months, and his many friends on 'Change believe that this experience, together with the natural qualities which he possesses, will be quickly recognized when commissions are passed out.

* * *

Warren B. Hall, deputy grain inspector in Big Chief Culver's department, was called to camp early in July. 'Change members presented him with a handsome wrist watch and a comfort kit. The presentation was made by Frank W. Annin, vice-president of 'Change.

* * *

The Northwestern Farmers Co-operative Association enjoyed a large attendance at their meeting at Jewell, Ohio, July 1. Produce Exchange sent a delegation of about a dozen, who praised President Grah for his eloquent patriotic address.

* * *

Wm. H. Annin, of W. H. Morehouse & Co., is spending a month in search of the finny tribe at Clear Lake, Ind. Bill left here "loaded for bear," with all the paraphernalia necessary to catch great numbers of fish. Reports say his first try-out resulted in a bass of unusual size carrying away an expensive reel belonging to Walton Stone. Bill hurried home for instructions as to the method of procedure in order to reclaim the lost reel. Frank Moorman, desiring to see Bill out of his difficulty, and who said so himself that he had had a great deal of experience on the water, advised Bill to procure about 20 feet of eaves-spouting, solder it together and fit a piece of window glass in the bottom. By this method he assured Bill he could easily locate the reel resting on the lake bottom, and told how, in his younger days in the vicinity of the old Boat and Oar factory, he and Lou Ulrich used to locate blue gill beds in this manner. Bill vows he'll try out the suggestion, but is under the impression it would be best to have the spouting painted white on the inside.

* * *

The first car of new crop wheat to reach Toledo market was reported by Chief Inspector Culver, July 11. It graded No. 2 red winter, moisture test 12.4 per cent; weighed 60½ pounds, and had 1 per cent damaged grains. Had the car arrived July 15 would have graded No. 1 under the new wheat grades which go into effect on that date. The car originated at a point in northwestern Ohio and was consigned to the National Milling Company.

* * *

A meeting between representatives of the Bureau of Markets and a committee of Produce Exchange members was held in Secretary Gassaway's office last Tuesday, at which President King presided.

The Bureau was represented by H. J. Besley, general supervisor of Washington, D. C.; O. F. Phillips, division supervisor, with headquarters at Chicago, and the supervisor of Toledo district, C. L. Cannon. The meeting was called, Mr. Besley explained, with the idea of securing greater co-operation between the grain exchanges and the department of grain supervision, and laid stress on the desirability of greater uniformity in grading before the new crops begin to move freely. Mr. Besley said that considerable complaint was heard last year on the grading of wheat and corn, and he attributed this largely to two facts,—the unusually bad crop of corn and the fixed price for wheat. A great number of complaints, he declared, came from individuals, who based their kicks on one or two cars, whereas if they had taken 50 or 100 cars and fixed an average they would have found less cause for complaint. Mr. Besley advocated the appointment of a committee to represent the Exchange to register complaints with the supervision department, instead of each firm reporting individually. A number of cases were cited where corn graded No. 2 when shipped out and on arrival at destination inspected anywhere from No. 4 to sample grade, largely because of cracked corn and foreign material. The supervisors covered briefly the work of their department, giving many instances of misgrading by licensed inspectors and of their remedy for the evil.

The meeting was highly satisfactory and educating, and the members left with a greater understanding of the Grain Standards Law and the splendid work being accomplished by the men charged with enforcing the Act.

* * *

Fred W. Jaeger, member of the firm of J. F. Zahm & Co., was a youth of some weight in his home town. A bit of his past life came into view Wednesday when Mr. Jaeger found a dust-covered, time-worn copy of the *Elmore* (Ohio) *Tribune*, vintage of 1887, May 27. Mr. Jaeger's degree of opulence can be gauged by the report in the paper that he possessed a bicycle. It was one of the historic kind with a large wheel in front and a small one trailing. Resplendent in his store clothes he mounted the contraption and hied himself toward Toledo, where it was said the population averaged 20 to 1 in favor of the feminine side. The article reads: "Last Sunday, at about 1:30 o'clock, Fred Jaeger started for Toledo on his new bicycle, and when reaching the wagon bridge crossing the Portage River, all of a sudden Mr. Bicycle broke in two separate pieces, and Fred took a 'drap.' Mr. Jaeger has a very fine machine, which cost \$137."

The *Elmore Tribune* of the same date published a market column of two inches. The prices quoted seem like fiction compared with prices of the same commodities today. They run: Butter, 16 cents a pound; eggs, 9 cents; lard, 7 cents; dried apples, 4 cents; new and old potatoes, 65 cents a bushel; No. 1 red wheat, 85 cents; No. 2, 82 cents; No. 3, 80 cents; corn, 40 cents, and oats, 35 cents.

* * *

A large delegation of Produce Exchange members attended the annual convention of the National Hay Association at Cleveland, July 9-11. Among those attending from here were: John Wiser and L. J. Schuster of R. P. Lipe Company, K. D. Keilholtz of Southworth & Co., George Forrester of Chatterton & Son, George Woodman of the Rice Grain Company, W. W. Cummings of J. F. Zahm & Co., C. E. Patterson of John Wickenhiser & Co., and Abner Gitteau of Morehouse & Co.

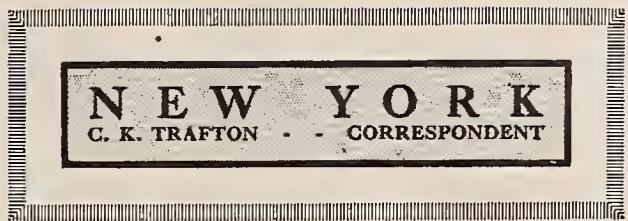
* * *

J. W. Young of the Young Grain Company and F. O. Paddock of the Paddock-Hodge Company were given a hearty welcome by their many friends and associates when they appeared on 'Change after three weeks spent in motoring throughout the East. Crop queries were answered by Mr. Young in just one word: "Wonderful." Both brought home a coat of tan that would turn any life guard at Toledo Beach green with envy.

* * *

Kent D. Keilholtz and John W. Luscombe of Southworth & Co., motored over to Clear Lake,

Ind., recently, to spend the week-end with their families, who are staying a month at the Indiana resort. Aside from having three blow-outs on the way and arriving at their destination at one o'clock in the morning, the trip was a success, according to John, who says he ruined one perfectly good silk shirt because Kent made him do all the heavy work.



MEMBERS of the New York Produce Exchange, and especially those in the grain trade, were in some degree gratified by the advance of 11½ cents in the basis for No. 1 northern wheat in the elevator as made by the Food Administration. This may sound paradoxical, but it is, nevertheless, true. According to one leading member of the trade, the greater advance in the New York basis as compared with Western markets suggests that dealers here will be in better position to accomplish business than on the old basis. In other words, New York last season was below the proper parity with Western markets, and consequently it was practically impossible to do business. It was the opinion that the differential was made unusually small last year for the purpose of stopping wheat in the West in order to prevent accumulation and congestion at Eastern terminals, and also in order that wheat might be ground in the West so as to expedite transportation.

* * *

The announcement that Robert B. Gentles had resigned his associate membership in the New York Produce Exchange, evoked expressions of regret from his many friends and associates, especially in the grain trade, but their fears of losing their popular fellow-member were set at rest by a second bulletin to the effect that he had made application for a regular membership. This special interest in the intentions of Mr. Gentles was traceable largely to the high esteem in which he has been held recently because of his patriotic sacrifices in the war. Before the war started he had for several years been head of the old grain firm of Maclaren & Gentles, a position he relinquished in order to enlist with the British forces in France, where he established a praiseworthy record. After a fairly long period at the front he received several serious wounds in both legs and his left arm. As a consequence he received his honorable discharge from the British army and returned to New York, becoming associated with the firm of Lewis, Proctor & Co.

* * *

Members of the Produce Exchange learned with much regret last month that their esteemed president, Richard A. Claybrook, had been forced to resign that position, to which he had recently been elected for a second term. Owing largely to heavy pressure of work, augmented by his self-sacrificing and energetic efforts in behalf of the Third Liberty Loan Campaign and the Red Cross "drive," he has had serious stomach trouble for several months, and hence his physician insisted that he must take a much-needed rest. Mr. Claybrook, who has been well known for many years as New York representative for the Eagle Roller Mills Company, was regarded as a particularly safe and desirable man for the position of president because of his well known conservatism and the fact that he has no interest in speculative trading. It is felt that it would be better for business generally if all officers of leading exchanges and Boards of Trade were not identified with purely speculative dealings.

* * *

Edward Flash, Jr., of the Edward Flash Company, dealers in cottonseed products, who was recently re-elected to the vice-presidency of the New York Produce Exchange, has succeeded to the office

of president, made vacant by the resignation of R. A. Claybrook.

Edward A. Carpenter of the Keusch Grain Company has made application for membership in the New York Produce Exchange. For a number of years Mr. Carpenter has been engaged in the grain business at Morristown, N. J., but previously he had been active in the local market, being connected with the old firm of Forbell & Tilson.

* * *

Frank M. Turnbull, manager in Philadelphia for the Taylor & Bournique Company, grain shippers of Milwaukee, was among the recent visitors on the New York Produce Exchange. Mr. Turnbull received a hearty welcome from his many old friends and associates as he was for several years active in the local grain market.

* * *

Among the committees appointed to serve on the Produce Exchange during the ensuing year were the following of interest to dealers in grain, hay, flour, etc.:

GRAIN: Wm. O. Mott, chairman; Edwin W. Elkins, Gerald F. Earle, Wm. J. Brainard, F. C. Kirchoff.

DELIVERY OF WAREHOUSE GRAIN: Wm. O. Mott, chairman; Walter B. Pollock, Chas. A. Robinson.

CARLOT (Grain): Robert G. Brandt, chairman; B. A. Allen, Edwin A. Barnes, Harry G. Gere, Jos. A. Abel, Jr.

GRAIN COMMISSION RULES: Frank I. Maguire, chairman; C. Walton Andrus, James H. Bowne, Chas. C. Rubins, Fred H. Teller.

HAY AND STRAW: Edwin W. Bertholf, chairman; Frank S. Voorhees, W. H. Clark, Geo. N. Reinhardt, Thos. M. Blake.

FLOUR: Harry J. Greenbank, chairman; O. H. Montgomery, H. P. Piper, Fred O. Seaver, Nelson S. Munger.

SEEDS: Wm. Jacot, chairman; Marshall H. Duryea, Ernest Wehncke, O. W. F. Randolph, Chas. Wimmer.

* * *

The following members of the Produce Exchange comprised the New York delegation to the recent hay convention at Cleveland, Ohio: Edwin W. Bertholf, Thos. M. Blake, W. H. Clark, Geo. N. Reinhardt, Frank S. Voorhees, Jos. W. Danforth, O. C. Ramey, and John B. Yeager. The last three named started independently, accompanied by James E. Bergin, a grain and hay man of Nanticoke, Pa.

* * *

Moses Cohen, for a number of years active in the local grain market, but recently engaged in business in Winnipeg, has been making the New York Produce Exchange his headquarters for several months, owing to the virtual impossibility of doing business in Canada owing to Government regulations. He recently stated that he had withdrawn temporarily from the grain business and would act as representative in New York for E. W. Lake, traffic manager of the New York Canal Section of the U. S. Railroad Administration.

* * *

The announcement of the sudden death of Selah Young, aged 73 years, came as a severe shock to many members of the Produce Exchange, and especially those in the grain trade. Mr. Young was one of the oldest members of the trade, having been identified with it since boyhood, going with the old firm of E. A. Kent & Co. about 50 years ago and afterwards becoming a member of the firm. Old-timers will remember that this firm were the New York representatives of S. A. Kent & Co., at one time one of the largest grain and provision houses in Chicago. E. A. Kent's brother Sidney, head of the firm, was at one time one of the leading operators on the Chicago Board of Trade. Mr. Young was recently a New York representative of Bartlett Frazier Company of Chicago, being one of the firm's brokers on 'Change. He had a host of friends among the older members of the trade, being much respected for his quiet, courteous, and unpretentious character, as well as for his thorough familiarity with the grain business and his familiarity with literature, especially poetry. He was on 'Change as usual on the third of July, but on the Fourth, while attending to some slight repairs around his house, he apparently suffered a stroke of vertigo and fell, but the doctor found no bones broken and there seemed to be no imminent danger. Still, he never recovered from the shock.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

DURING the past month things have been very quiet with the elevator, milling and general hay and grain trade. However, with the opening of the new crop year, completion of repairs, stock taking, etc., things are beginning to open up somewhat. For the past month interest has been manifested principally in the crop outlook, and the new Government regulations relative to handling flour and feed. While there are still many details relative to the new regulations which are not known or understood, business is again settling down.

In Louisville the mills started running on new wheat on July 8, and expect to be able to run steadily from now on. Wheat has been arriving slowly, but the supply is gaining momentum, and enough wheat is now being secured to almost insure steady capacity production. The winter wheat crop in Kentucky has proven very satisfactory, although in some sections of the state the yield has run slightly under what had been expected, although as a whole the yield has been much better than the average. In some sections of western Kentucky the yield has run an average of 18 bushels to the acre, as against an average of 13 to 15 bushels.

The best harvesting weather known in the state for several years has been experienced. Wheat was ready to cut some two weeks earlier this year than usual, and fine weather was experienced during the cutting period. Some rain has been experienced during the threshing season, but this has not held back operations to any great extent. However, there has been a shortage of threshing machinery, which has resulted in the crop being handled slowly, this being partly due to shortage of men. In some sections of the state women entered the fields and aided in cutting and harvesting wheat, and in several sections professional and business men as well as city employes were called upon to aid.

The first deliveries of wheat on the Louisville market tested at 59 pounds from the field, meaning about 61-pound wheat. The moisture content was 11.8 per cent, which is a very low moisture record for this period of the year, and is a sure sign that good weather was experienced during the cutting and harvesting period. The first deliveries of wheat were before the railroad rates became effective, and were purchased at \$2.10 a bushel, this being for No. 2 soft red winter wheat.

The corn crop was a bit late in getting started this season due to rainy weather, which made it impossible to plow, but the farmers got in a fairly large crop in Kentucky, southern Indiana and Tennessee, and with good weather and occasional rains the crop is looking extremely good, and promises well. Reports from Indiana are to the effect that considerable damage was done to corn by late June frost in points as far south as the Indiana line, but the southern Indiana crop, much of which moves into Louisville, and Kentucky River crossing points, appears to be fine. All reports concerning oats, rye and barley are satisfactory and show increases in the state.

Hay conditions are excellent so far as the size of the new crops are concerned. Clover represents one of the largest and best crops plants for several years. Timothy is expected to be rather scarce as clover came up as a volunteer crop, and many clear timothy fields will sell as mixed hay. Alfalfa has also done extremely well in Kentucky this season. At the present time some new hay is coming on the market, but is being sold loose, as it is not cured properly for baling and for marketing without heating. A number of the local dealers got hit on hay during the past years due to purchasing without delivery stipulations. Cars became scarce and much hay purchased on a high market could not be delivered, and later came in on a fast slipping market. Prices dropped rapidly, and several houses took a

good loss on purchases that could not be had when most needed. At the present time there are fair holdover stocks on hand.

Reports from the bluegrass section are to the effect that the bluegrass seed crop will not run much over 400,000 bushels, if it runs that. Orchard grass is now being threshed, and promises a normal yield. The quality of both seed crops is fine. No prices have been made as yet, although Bluegrass is about cured and ready for cleaning. Due to the high cost of labor for stripping and harvesting this year it is expected that uncleaned bluegrass seed will open at about \$1.25 to \$1.50 to the farmer.

After much wrangling between wheat growers and thresher owners threshing prices were finally adjusted in most sections of the state. In some sections arrangements were made for threshing wheat at 25 cents a bushel; rye, 30 cents; barley, 20 cents, and other prices on oats and orchard grass, with a charge of \$12 for adjusting the machines. Sackers were paid \$3 a day; straw men, \$3; field men, \$2.25 and \$5.50 for two-horse wagons and drivers. These prices included board, figured at a dollar a day.

The Central Kentucky Millers Association, composed of a number of millers and small elevator men operating in central Kentucky, recently met at Lexington to discuss arrangements for handling the new crop, and also make arrangements for sacks and other matters.

Work on the new plant of the Kentucky Public Elevator Company has been progressing rapidly within the past few weeks due to fine weather and a slightly better supply of labor. The labor shortage has been acute most of the spring and summer, and in some cases employers have been forced to adopt a bonus system under which 10 per cent is offered laborers for fulfillment of a full week's work.

Jacob P. Zorn, 57 years of age, brother of Sebastian Zorn, of the S. Zorn Company, grain dealers of Louisville, recently died of apoplexy after an illness of two years, following an attack of paralysis. Mr. Zorn for a number of years was active in the grain business, he being connected with the Kentucky Public Elevator Company and widely known in commercial and shipping circles. He is survived by a son, William Zorn, a daughter and his widow.

One of the first whisky distilleries in the state to be converted into a grain handling plant is that of the Old Hermitage Distillery, at Frankfort, Ky., one of the best equipped and most noted plants in the state. The property has recently been remodeled and taken over by the Franklin Grain Products Company, capital \$100,000, incorporators G. F. Berry, E. B. Rodman and E. A. Hoffman. The company plans to manufacture and buy maltose, malt, starches, feeds, sugar, syrups, glucose and other similar products, in addition to handling grain and corn products, and other cereals. This concern in reality expects to manufacture several cereal by-products. Corn oil, cattle feed and oil cake will be among the by-products.

The Louisville War Industries Committee, composed of some 50 members of the Louisville Board of Trade, and backed by the Louisville Industrial Foundation, has organized and financed a plan whereby a permanent War Order Bureau will be conducted in Washington which will look after Government orders for Louisville industries, and also export opportunities. Walter D. Meyer, formerly commercial engineer of the local utilities company, has been named as manager of the Washington bureau. A fund of \$1,000 per month, raised through monthly payments of \$20 from each of 50 concerns, will take care of the office.

Representatives of the Experiment Station, Department of Agriculture, Lexington, Ky., Federal representatives, county agents, etc., have been busily engaged for several weeks in investigating grain

conditions in the state, quality and yields, and making arrangements for keeping track of good grain for seed purposes. The Lexington department has also started a new campaign for the purpose of again increasing the wheat acreage of the state.

Although farmers have been talking considerably in the press concerning inability to secure buyers for their wheat, as a fact the mills have been forced to apply to the Food Administration to make offers for them in order to secure wheat. Some of the grain and elevator companies haven't been at all active this year, and about the only buyers who have been around have represented the mills. Storage can be had, but so far there has not been as big a demand for storage as had been expected in view of the talk of the farmers.

On July 3, F. M. Sackett, Kentucky Food Administrator, announced a firm offer for 100,000 bushels of No. 2 red winter wheat had been placed in his hands. It was later learned that the Louisville Milling Company was the concern wanting the wheat. Prices were quoted at \$2.19 Lexington, Winchester, Georgetown, Paris and Nicholasville; and \$2.20 f. o. b. Henderson and Owensboro.

CAIRO

SPECIAL CORRESPONDENCE

THE first car of new wheat arrived in this market on July 3 consigned to the Hastings-Stout Company and graded No. 3 red winter, tested 59 pounds and had 13.6 per cent moisture. The first car of new oats arrived in this market on July 11 from Harrisburg, Ill., consigned to the Halliday Elevator Company and was graded No. 2 mixed oats.

J. A. Pollardy, expert scale man of Fairbanks, Morse & Co. of St. Louis has just completed a test of the scales in use by members of the Board of Trade and reports finding all scales working perfectly.

The condition of corn in this section is very poor, and unless we have a good heavy rainfall this corn will all burn up.

H. E. Halliday has been in Cairo the past few days looking after his business interests here.

W. G. Cunningham of Chas. Cunningham & Son is away on a vacation in northern Minnesota.

C. W. Stout of the Hastings-Stout Company is on a motor trip to Owensboro, Louisville and New York. Mr. Stout expects to be gone about four weeks.

H. H. Gear, who has been in charge of the Supervision Office of the Bureau of Markets since the office was opened here, has been transferred to Kansas City. The members of the Board of Trade tendered Mr. Gear a dinner at the Halliday Hotel on the 6th in appreciation of his unfailing courtesy and the assistance he has given the trade in the interpretation of the rules of the Department.

Michael Shanahan, for the past five years with the Grain Inspection Department of the Board of Trade was called to the colors and left for Camp Taylor with the last quota from Alexander County. This was the last of Class 1 men and also the largest number that has left from here to date.

George F. Murphy, superintendent of the Delta Elevator, left on the 11th for a motor trip to Chicago. He expects to be gone two weeks. The Delta Elevator has shut down for repairs and will be ready for business about the 24th.



ILLINOIS

A modern concrete elevator is to be erected at Atterberry, Ill., for McFadden & Co.

Otto W. Maddin is no longer in the grain trade business at La Hogue, Ill., according to reports.

The capital stock of the Harper Grain Company situated at Harper, Ill., has been increased from \$12,000 to \$20,000.

S. L. Lowman has disposed of his elevator at St. Joseph, Ill., known as the Farmers Elevator to R. E. Rising of Staley.

The plans are under consideration by Joseph Froelick for the erection of a grain elevator at Perryville (mail to Irene), Ill.

The charter of the Cooksville Grain Company which operates at Cooksville, Ill., has been amended, changing the capital stock from \$10,000 to \$20,000.

Repairs are being made on the Delta Elevator at Cairo, Ill., operated by the Magee-Lynch Grain Company. Operations are to be started in the plant on July 25.

John P. Code, J. D. Colgan and J. C. Maddin have filed incorporation papers as the Wyoming Grain Company of Wyoming, Ill. Capital stock amounts to \$25,000.

Farmers at Elmwood and Oak Hill, Ill., are organizing a stock company for the purpose of conducting grain elevators. Grain plants at Elmwood and Oak Hill have been purchased by the company.

Ballinger & McAllister of Bloomington, Ill., have been awarded the contract by the Farmers Elevator Company of Brockton, Ill., for the erection of a new elevator with a capacity for 30,000 bushels.

Wm. Sage, B. A. Canfield, Clifford Longworth, Otis E. Tavenner and John J. Pitts have incorporated at McLean, Ill., as the Farmers Co-operative Grain & Supply Company. Capital stock amounts to \$30,000.

A grain elevator of concrete construction has been built at Sheffield, Ill., for L. N. Cope & Son. Twice during the building of the plant, lightning struck the erecting tower, but no serious delays were incurred.

Incorporation papers have been filed by W. P. Conn, Frank Galaway, H. H. Melvin, M. J. Shineman, M. I. Goken and Chas. McNut as the Weldon Grain Company of Weldon, Ill. The capital stock of the firm is \$40,000.

Z. T. Deeds, John W. Greven, F. P. Woodruff, Isaac Alvery, Dennis Landers and J. A. Byron have filed incorporation papers as the Kirksville Grain Company of Kirksville, Moultrie County, Ill. Capital stock amounts to \$12,000.

Capitalized at \$15,000, for the purpose of dealing in grain, cement and farming machinery, the farmers company was incorporated at Sharpsburg, Ill., by Dwight A. Mason, W. G. Minnis, Jacob C. Byers, Chas. Young and Frank E. Benham.

The elevator properties of Edwin J. Jokisch located at Boody, and Blacklands (no p. o.), Ill., have been purchased by the recently organized Boody-Blacklands Farmers Co-operative Elevator Company. Consideration is said to have been \$27,000.

E. H. Morris' new elevator which has a capacity of 20,000 bushels at Browns, Ill., has been completed. The plant will be equipped with an oil engine, two legs, eight bins, manlift, shellers, cleaner, etc. The Reliance Construction Company has the contract.

A large grain elevator at Rugby, Ill., on the Illinois Central Railroad has been purchased from the Rogers Grain Company of Chicago, by the Pontiac Farmers Grain Company. The Chicago firm has operated the plant for a number of years. J. A. Claudin will act as manager of plant.

The contract has been let by the Cissna Park Grain & Coal Company to Ballinger & McAllister for the construction of a grain elevator of concrete at Cissna Park, Ill., with a capacity of 50,000 bushels. The company already operates a 100,000-bushel cribbed elevator in the same town. It recently dismantled a 30,000-bushel cribbed elevator.

The Sharp Elevator at Blandinsville, Ill., recently passed into the hands of the Farmers Elevator Company. The Sharp Elevator Company which formerly conducted the establishment has been dissolved. The consideration is placed at \$4,500. Following the death of Mr. Sharp's

partner in the elevator at Warsaw, that partnership was dissolved, the plant being taken over by Mr. Sharp's son, Shirley.

Work is being rushed on the new 1,000,000-bushel elevator of the American Milling Company at Peoria, Ill. The plant is entirely fireproof, being built of concrete and steel, and is of the same type as those built for the Northwestern Railway at Council Bluffs, Iowa, and Milwaukee, Wis., and the Armour Elevator at Chicago. The tanks will each be 25 feet in diameter and reach a height of 85 feet. The plant is equipped with facilities for unloading and loading four cars at a time; two oats clippers have been installed.

The plant formerly occupied by the American Malting Company at Chicago, Ill., purchased by David S. Bosley a couple of months ago has been disposed of by him to Joseph F. Herrmann of J. F. Herrmann & Co., glue and fertilizer manufacturers. The property includes a seven-story building with 100,000 square feet floor space, a five-story building containing 50,000 square feet, three brick malt kilns, four grain elevators and a power plant. New owners will use plant for manufacturing purposes and will improve same with this in view.

IOWA

The elevator of C. W. Edgington at Gilmore City, Iowa, has been sold to a body of farmers of that vicinity.

The grain and coal business of Burke & Stephenson at Story City, Iowa, has been sold to C. G. Ristvedt of Dawson.

The elevator of Elmer Shostrom and Geo. Richey at Dayton, Iowa, has been taken over by the Farmers Elevator Company.

Improvements were made during the last week of June on the elevator at Burlington, Iowa, southeast of the Union Station there.

Recently incorporation papers have been filed for the Evander Farmers' Co-operative Company of Evander (mail to Sheldon), Iowa.

The elevator at Washta, Iowa, owned by Sanborn & Co., has been sold to the Quaker Oats Company. Possession is to be given on July 1.

J. F. Twamley Son & Co., of McClelland, Iowa, have completed a 10,000-bushel elevator there. The plant is equipped with a dump scale.

The elevator at Sutherland, Iowa, formerly owned by the Quaker Oats Company has been purchased by the Sutherland Farmers' Grain & Supply Company.

The Dewolf Grain Company has been incorporated to operate at Spencer, Iowa, capitalized at \$75,000. M. E. Dewolf is president and E. P. Dewolf, secretary.

The partnership existing formerly between A. Turner and Mr. Bellamy at Waterloo, Iowa, where they conducted a grain and elevator business has been dissolved.

The interests of the Neola Elevator & Lumber Company at Highland Center, Iowa, have been purchased by R. L. Jamison. He has taken possession of the plant.

A circular annex is being built to the elevator of the Farmers Elevator Company at Bagley, Iowa. It will be 28 feet in diameter and 52 feet high with a capacity of 26,000 bushels oats.

I. A. Merrill is president and J. E. Elston, secretary of the Farmers Elevator Company which was recently organized at Gladbrook, Iowa. Capital stock of the firm totals \$15,000.

Capitalized at \$30,000, the Voorhies Co-operative Company has been incorporated at Voorhies, Iowa, to conduct a grain, feed, fuel and farm implements business. F. J. Rhode is president.

A. P. Hillmer and W. R. Alexander have taken over the Rudloff Elevator at Primghar, Iowa. Mr. Hillmer will take charge of the elevator when repairs which are now under way have been completed.

The Farmers Elevator Company recently organized at Adel, Iowa, will let the contract, it is reported, for the construction of a modern elevator there. P. Fitzgerald will be in charge of the plant when it is completed.

The Thompson Bros. Elevator at Roland, Iowa, has been purchased by the Farmers Co-operative Company. The directors of the firm are: S. J. Nel-

son, K. P. Teig, O. O. Anderson and others. Capital stock of the firm is \$50,000.

Incorporation papers have been filed for the Des Moines Elevator Company at Des Moines, Iowa, capitalized at \$200,000. C. A. Wright and G. G. Hubbell are the incorporators.

The A. H. Emke Elevator, grain and coal business situated at Ogden, Iowa, has been taken over by the Farmers Co-operative Elevator Company. Possession was given on the first of July. The farmers company will operate the two plants.

Chas. R. Matthews, Wm. H. Matthews, Jr., of Chas. R. Matthews & Co., New Orleans, La., and L. W. Gifford of Cedar Rapids, have organized as the Gifford-Matthews Company with offices at Cedar Rapids, Iowa. They will handle grain and grain products in carload lots.

Incorporation papers have been filed for the Slaughter-Prescott Elevator Company of Sioux City, Iowa, of which William Slaughter is president; E. C. Prescott, secretary. The capital stock of the firm is \$50,000. They will handle grain, feed, coal, farm products and will also operate a grain elevator.

Construction work is completed on the new elevator of the H. Potgeter Grain Company at Eldora, Iowa. The plant consists of nine bins with a combined capacity of 30,000 bushels and an elevating capacity of 12,000 bushels per hour. The Union Iron Works of Decatur, Ill., furnished the machinery which is modern and up-to-date in every detail.

OHIO AND MICHIGAN

The elevator at Circleville, Ohio, has been purchased by the Circleville Milling Company.

The Britton Elevator at Tecumseh, Mich., has been purchased by the Co-operative Association.

Walter Tyler has sold his interest in the Tyler Grain Company situated at Woodsfield, Ohio, to his brother, Frick Tyler.

The capital stock of the Lock Two Grain & Milling Company at New Bremen, Ohio, has been increased from \$60,000 to \$100,000.

The capital stock of the Deshler Farmers Elevator Company operating at Deshler, Ohio, has been increased from \$25,000 to \$75,000.

Business at Avoca, Mich., has been discontinued by the Bricker Elevator Company. The firm will build a new elevator plant at Fargo.

The elevator of E. T. Custenborder & Co., at Maplewood, Ohio, has been sold to Robert Stephenson of Larue, who took possession on July 1.

The Brentcreek Elevator Company at Brentcreek, Mich., has been taken over by the Brentcreek Co-operative Elevator Company. Geo. Zintel is manager.

The Pee Pee Milling Company has made arrangements for the construction of a 20,000-bushel elevator at Waverly, Ohio, to be ready for operation before the fall.

The Huffman Grain Elevator situated at Bowling Green, Ohio, has been taken over by the recently organized Hub Grain Company. The consideration amounted to \$15,500.

The building formerly occupied by Wickman & Richter as a grain and feed warehouse at Fowlerville, Mich., has been purchased by the Farmers Co-operative Association.

The grain elevator, office and scales of the Onsted & Kerr Company with half the coal sheds, etc., at Onsted, Mich., have been purchased by the Onsted Co-operative Association.

Fred L. Simpson, Chas. H. Dullinger and Walter B. Conklin have incorporated at Hartford, Mich., as the Hartford Cleaner Co-operative Elevator Company. Capital stock amounts to \$30,000.

The Teegardin Grain Company's elevator at Antwerp, Ohio, is offered for sale by its present proprietors. Both R. N. and R. D. Teegardin, the owners, are in the United States army service.

The Greenville Milling & Elevator Company has been incorporated to operate at Greenville, Ohio, and is capitalized with stock amounting to \$50,000. M. T. Barret, R. R. Winters and Geo. F. Taylor are interested.

John K. Martin, a farmer and business man, has purchased the elevator formerly conducted by Clarence Roszell at Troy, Ohio, and recently operated by Jos. Barnett, who was acting as receiver for Mr. Roszell. The purchase price was \$14,000. It

will be operated under the old name of the Roszell Elevator.

The Rockford Grain Company has been incorporated at Rockford, Ohio, by A. D. Behymer, Berry C. Miller, H. H. Dustman, Lewis S. Brandon and W. T. Palmer. The firm will handle grain. Capital stock amounts to \$35,000.

Capitalized at \$50,000, the Detrick Grain & Mercantile Company has been formed at Tippecanoe City, Ohio. J. F. Detrick, B. F. Detrick, Lillie R. McFarland, H. W. Putterbaugh and Chas. W. Linn are interested in the concern.

L. J. Arras, F. H. Braemeller, Ralph Steinman, H. A. Von Stein and E. H. Heidman have filed incorporation papers for the Jenera Co-operative Grain & Supply Company of Jenera, Ohio. Capital stock of the concern amounts to \$20,000.

T. B. Allison, N. E. Fuller and G. C. Fenstermaker have filed incorporation papers at Spencer, Ohio, as the Spencer Equity Union Exchange Company of Spencer, Ohio. Capital stock amounts to \$30,000. The company will deal in grain, flour, etc.

G. C. Miller, L. G. Yinger, W. Laughlin, W. A. Jolley, M. K. Coon, W. F. Wilener and W. B. Joslin have filed incorporation papers at Hardin (r. f. d. Sidney), Ohio, to operate as the Hardin Grain & Supply Company. Capital stock amounts to \$20,000.

The two elevators at Blissfield, Mich., owned by J. J. Walper & Co., have been purchased by the Blissfield Farmers Co-operative Company. Mr. Walper has disposed of his elevator at Riga to Herman Heiser, that at Deerfield to Karner Bros. and that at Ogden Station to the Nachtrieb Bros.

A recently organized firm, the Condit Farmers Co-operative Company of Condit, Ohio, has purchased the elevators of T. D. Updike & Son, located at Condit and Centerburg. Purchase price is listed at \$20,000. The firm will increase its capital from \$20,000 to \$40,000 and will conduct both plants.

MINNESOTA AND WISCONSIN

A dump scale has been installed in the elevator of O. Neeb at Oak Center, Wis.

An addition is being built to the elevator of Wm. Windhorst situated at Olivia, Minn.

A new addition is to be built to the elevator of the Osceola Mill & Elevator Company at Osceola, Wis.

The grain elevator located at Chokio, Minn., has been closed down by order of the Food Administration.

Half interest in the Guyer Elevator at Beardsley, Minn., has been purchased by Mr. Wendt of South Dakota.

A new farmers elevator is under course of construction at Hatfield, Minn. Work is progressing rapidly.

The Greig & Seeman Elevator at Echols, Minn., has been purchased by the Echols Farmers Elevator Association.

Several improvements are being made to the grain house of the National Elevator Company at Evansville, Minn.

The Cokato Elevator of Marcus Johnson is being torn down. It will be moved to New London, Minn., where it will be rebuilt.

The elevator owned by J. H. Widness at Erskine, Minn., has been purchased by the Salyards Grain Company of Minneapolis, Minn.

Attempts are being made to interest farmers in the neighborhood of Hadler (mail Ada), Minn., in the organization of a grain elevator company.

Plans have been completed by the Farmers Elevator Company of Hawley, Minn., for the construction of a branch grain elevator at Dale, Minn.

H. J. Perra has purchased a grain elevator situated at Watkins, Minn. He was formerly grain buyer at the farmers elevator at Waverly, Minn.

Half interest in the elevator at Slayton, Minn. has been purchased by C. Callan. In the future the plant will be operated as Callan & St. John.

A new grain, seed and produce warehouse and elevator is to be built at DeForest, Wis., for the Brown Produce Company. H. P. Brown is manager.

Several repairs are being made to the elevator of the Farmers Elevator Company at Stewart, Minn. A scale is being installed as well as a new steel boot tank.

The elevator at Crookston, Minn., formerly conducted by Orin Daniels has been purchased by A. G. Sandberg. The elevator is well equipped with machinery for handling grain.

The M. J. Mahoney Elevator has been bought by the stockholders of the Farmers Equity Exchange at Correll, Minn. They will run it in connection with the one owned by the farmers.

The Springfield Milling Company is reported to have plans under consideration for repairing its elevators situated at Comfrey, Minn. Chas. Sorensen is local agent of the firm.

The elevator of the Red Wing Malting Company at Goodhue, Minn., has been closed down until the arrival of the new crop. During the shutdown

numerous repairs are to be made on the plant.

Extensive improvements are under way on the Farmers Elevator at Hallock, Minn. The foundation is being replaced and an annex equal in capacity to the old house is being built in the elevator.

Extensions are to be built to the elevator and warehouse plant of the T. H. Cochrane Company of Portage, Wis. The company last fall erected a two-story warehouse 50x150 feet. T. H. Cochrane is president.

A company is being formed at Rockville, Minn., by farmers in that neighborhood. They contemplate the erection of a modern elevator there and the purchase of a mill and power plant. The capital stock of the firm amounts to \$15,000.

The Farmers Elevator Company at Marshall, Minn., has taken over the elevator formerly conducted by Wollin & Ehlers. Wollin & Ehlers still hold considerable interest in the farmers' concern and the plant will be under the management of Mr. Wollin.

Incorporation papers have been filed by M. K. Green, W. S. Green and Anna Green under the firm name of the Green Grain & Feed Company which will operate a warehouse and feed store at Middleton, Wis. The company is capitalized with stock amounting to \$15,000.

After July 6, the Rialto Elevator "A" at Milwaukee, Wis., owned by the Chicago & Northwestern Railroad and operated by the Rialto Elevator Company, was closed down for a short while during which repairs were made. The plant has a capacity of 1,500,000 bushels.

The Rushmore Grain Company has disposed of its buildings and property at Rushmore, Minn., to F. J. Johnson, who does not, it is said, expect to retain the property. Possibly he will dispose of it to the Farmers Grain & Supply Company of which he is manager. The Rushmore Grain Company retires from active business for the time being.

The Coffey-Miller Grain Company of Luverne, Minn., has amended its charter, changing its name to that of the Mannigel-Moreland Grain Company. The fourth article of the articles of incorporation was changed vesting the management of the corporation in a board of four directors to be elected at annual meeting. The Board shall elect the officers, viz. president, secretary and treasurer. John Mannigel is president; E. H. Moreland, secretary-treasurer.

MISSOURI, KANSAS AND NEBRASKA

A new grain elevator is to be constructed at Merwin, Mo.

The W. J. Reid Grain Company no longer operates at Dorchester, Neb.

A new grain elevator is being built at Carrollton, Mo., for J. J. Wiggins.

A grain elevator is to be constructed in the near future at Overton, Mo.

A new farmers elevator is to be built at Troy, Mo., in the near future.

The Brandon Grain Company of La Crosse, Kan., has dissolved as a firm.

A new elevator is being built for the Farmers Union at Kingman, Kan.

The elevator of Chas. Dean at Phillipsburg, Kan., is being remodeled by him.

The office room of the Moran Grain Company at Moran, Kan., has been enlarged.

A good sized addition is to be built to the elevator of C. M. Lanitz at Esbon, Kan.

The Farmers Elevator situated at Marceline, Mo., has been overhauled and repaired.

A grain elevator located at Raymore, Mo., has been purchased by James W. Kenemer.

A new grain elevator has been built at Mayview, Mo., by the Mayview Farmers Association.

The Ed Nickelson Elevator at Leonardville, Kan., is now the property of the Farmers Union.

An elevator and new cribs are to be built at McFall, Mo., for the firm S. E. Persinger & Co.

Capitalized at \$5,000, the Garfield Mill & Elevator Company has been organized at Garfield, Kan.

The G. E. Drebert Elevator has been purchased by the Boche Bros. Grain Company of Pierce, Neb.

Offices in the Latta Building, Chetopa, Kan., are now occupied by the Huggins Bros. Grain Company.

The interest of E. M. Fitzgerald at the elevator at Valley Falls, Kan., has been purchased by D. W. Becker.

A grain office has been opened at Salina, Kan., by J. T. Hutchins, formerly of Russell and later of Collyer.

J. E. Bolin will rebuild his elevator situated at Liberal, Kan. The old plant burned down some time ago.

The J. Delaney Grain Company has leased the Dobson Elevator at Ulysses, Neb. Ed. Kucera will be in charge.

New storage quarters of 25,000 bushels' capacity

is to be built at Ottawa, Kan., for the Ottawa Milling Company.

Reports state that the Farmers Union located at Bancroft, Kan., contemplates the erection of a new elevator there.

The Blaker Lumber & Grain Company of Parker, Kan., are interested in the construction of a new elevator there.

The plant of the Davis Grain Company located at Alden, Kan., has been equipped with a new and modern spout holder.

Farmers in the vicinity of Garden City, Mo., are making plans for the construction of a grain elevator to cost \$10,000.

The elevator, grain and coal business of T. C. Bundy at Drexel, Mo., has been sold to Sterling Stewart of that city.

The interest of Fred Underberg at Madison, Neb., in the Madison Grain Company has been sold by him to Ross Wilberger.

The Fritz Elevator at Rossville, Kan., has been leased for a period of three years by the Golden Belt Elevator Company.

Several improvements have been made to the elevator operated at Norton, Kan., by the Johnson Grain & Coal Company.

Capitalized at \$6,000, the Atherton Elevator Company has been incorporated by Atherton and Independence, Mo., interests.

The Protzman & Protzman Elevator at Hillsdale, Kan., has been bought by the Farmers Union for the consideration of \$5,000.

A \$10,000 elevator is to be built at Arkansas City, Kan., for the Farmers Elevator Company of which L. W. Burnett is president.

A. S. Taylor's interest in the Taylor & Moore grain elevator at Keytesville, Mo., has been purchased by Walter S. Owen.

The plant of the Farmers Grain & Lumber Company which burned down at Wymore, Neb., is to be rebuilt in the near future.

The elevator property of the W. J. Reid Grain Company at Crete, Neb., has been purchased by the Fairmont Grain Company.

The elevator at Passaic, Mo., has been purchased by the Farmers' Club. Karl Thompson will act as manager of the establishment.

The business of the Brandon Grain Company at Clyde, Kan., has been purchased by the Golden Belt Grain Company of Topeka, Kan.

The capital stock of the Farmers Grain & Mercantile Company at Gorham, Kan., has been increased from \$20,000 to \$50,000.

A \$10,000 elevator is to be built at Hutchinson, Kan., for the Farmers Elevator Company of that place. I. W. Burnett is president.

Chas. E. Disney, John H. Zirkle and B. F. Young have incorporated at Richland, Kan., as the Richland Co-operative Grain Company.

The grain business at Tekamah, Neb., formerly conducted by the late Henry Roberts has been purchased by the Latta Grain Company.

The Red Star Milling Company of Wichita, Kan., has purchased the elevators at Ellsworth and Kanopolis, Kan., owned by Aaron Kipp.

The Universal Mill & Elevator Company has been organized to operate at Salina, Kan. The capital stock of the firm amounts to \$100,000.

The elevator of the Hynes Elevator Company at Fairfield, Neb., has been opened for business. R. A. Bayles is agent at the establishment.

The business of the Gardner Grain Company at Aurora, Mo., has been bought by the Majestic Milling Company. Ernest Davis is in charge.

The grain, elevator and coal business of the Wallingford Bros. at Ashland, Acres, and Sitka, Kan., has been sold to A. W. Steen of Protection.

The grain elevator of I. E. Clark located at Walnut, Kan., has been disposed of to the Crawford County Farmers' Co-operative Association.

The interest of J. Wanamaker in the Blue Rapids Milling & Elevator Company at Blue Rapids, Kan., has been purchased by W. Gerard and F. Train.

The elevator located at Sargent, Neb., formerly owned by J. H. Currie has been purchased by Roy Leach who will conduct same in the future.

E. Leonard's two elevators at Lyons, Kan., have been taken over by the Farmers Elevator Company. C. A. Cooper formerly controlled the elevators.

The capital stock of the Kenesaw Mill & Elevator Company at Kenesaw, Neb., has been increased from \$20,000 to \$40,000. J. H. Augustine is manager.

Improvements are being made to the elevator of Finney & Co., at Neosho Falls, Kan. New machinery is to be installed and the house enlarged.

The J. Clark Elevator situated at Valley Center, Kan., has been taken over by the Valley Center Farmers Union Co-operative Mercantile & Elevator Company.

Capitalized at \$50,000, the Farmers Co-operative Association was organized at Tangeman (mail to

Talmage), Neb., to engage in a grain and fuel business.

Plans are under consideration by the stockholders of the Farmers Co-operative Company at Bushnell, Neb., for the erection of an addition to its plant there.

The business of the Larabee Elevator Company at Wichita, Kan., has been purchased by the J. W. Craig Company. Orville Bedell will take charge of the elevator.

The business of the F. D. Sperry Grain Company at Bunkerhill, Kan., has been purchased by the Shellabarger Company. C. A. Sperry will manage the business.

N. S. Shannon, E. Stockham, L. M. Stockham and Roger Scribner have incorporated at Lincoln, Neb., as the Shannon-Stockham Grain Company capitalized at \$5,000.

An elevator and mill at Severance, Kan., has been purchased by the Farmers Union at Leona, Kan. The officers of the firm are: H. A. Lavertz, W. Strum and J. L. Shay.

A new elevator is to be built at Columbus, Neb., for the Columbus Milling Company at a cost of \$15,000. The Burrell Engineering & Construction Company has the contract.

The John R. Milling Company of Turon, Kan., is increasing the capacity of its storage plant by the erection of four additional tanks, each with a capacity of 6,000 bushels.

A grain elevator is to be built for the Farmers Co-operative Company at Elsberry, Mo. The plant will be 26x58 feet, 80 feet high. Newell Construction Company has contract.

The Farmers Elevator situated at Plainville, Kan., has been purchased by the Aurora Mills Company which operates at Junction City. The plant has a capacity of 50,000 bushels.

Capitalized at \$20,000, the Enterprise Mill & Grain Company has been formed at Chaffee, Mo. Peter A. Rigdon, T. Diebold, T. A. Wylie, H. S. Rigdon and G. A. Sample are interested.

The elevator of the Tampa Grain Company at Tampa, Kan., has been leased by the Friesen Grain Company of Hillsboro. They will operate it as soon as the new crop comes in.

The Republic Elevator at Monett, Mo., has been sold by the Becker-Langenberg Company to the Rea-Patterson Milling Company. I. L. Mace will act as manager of the elevator.

Construction work is being pushed on the new elevator of the Ellsworth Mill & Elevator Company of Ellsworth, Kan. The plant when completed will have a capacity of 50,000 bushels.

The elevator and business of the Drosselmier Bros. at Wathena, Kan., has been sold to the Farmers Grain Company. This firm will operate the plant in the immediate future.

The property of the McKittrick Elevator Company at McKittrick, Mo., has been taken over by the Valier & Spies Milling Company. Possession was given the new owners at once.

Capitalized at \$10,000, the Farmers Hay, Grain & Supply Company has been organized at Springfield, Mo., by the farmers of Lockwood and vicinity. An elevator will be built or one will be purchased.

The grain elevator at Grand Island, Neb., has been taken over by the Highland Grain Company. Jay Highland will have charge of it. James Freye will manage the Highland Elevator at Sweetwater.

W. G. Bailey, J. F. Parker, F. A. Lewton, G. W. Williams and E. J. Shobe are the directors of the recently incorporated Farmers Elevator Company of Laddonia, Mo. The company is capitalized at \$10,000.

The Tiblow Mills are being equipped at Bonner Springs, Kan., with a new 20,000-bushel grain elevator. A four-story addition is also to be built to the mill, making room for additional machinery equipment.

The elevator formerly owned by Jno. Marving & Son at Niobrara, Neb., but purchased by the owners of the Dolphin Jones Elevator is being torn down and will be replaced by an elevator of modern construction.

A grain elevator and warehouse is to be constructed at Charleston, Mo., for the Hutton Grain Company. The plant will be 30x100 feet, one story in height. The Burrell Engineering & Construction Company has been awarded the contract.

Judson P. Tickner, David De Boer, J. G. Lefferdink and others are interested in the organization of the Farmers Co-operative Grain & Coal Company of Firth, Neb., capitalized at \$10,000. The contract has been let for the erection of a new elevator by the firm.

One fourth interest in the Wabash Elevator Company at Uniontown, Kan., formerly owned by the late Fred Rathman has been purchased by W. C. Bland. J. K. Waller is president; J. W. Pfeffer, vice-president and general manager, and W. C. Bland, secretary-treasurer of the operating concern.

The contract has been let to the Burrell Engineering & Construction Company for the extension

of elevator legs and the installation of a 2,000-bushel Howe Hopper Scale and Garner on structural steel supports for the elevator of the Newton Milling & Elevator Company at Newton, Kan.

The contract has been let by the Farmers Co-operative Elevator Company of Altamont, Kan., for the erection of an elevator and warehouse. The equipment is to include a 10-horsepower Fairbanks Engine, Fairbanks Type Registering Wagon Scale, automatic scale, special elevator with friction clutch drives and an Eureka Cleaner.

The Great Western Elevator at North St. Joseph, Mo., is to be opened again by the Gunnell-Windle Grain Company of that city. The grain company recently closed a contract with the Great Western Railroad for the elevator. The plant will be remodeled and equipped with new and rapid handling elevator machinery. The elevator when finished will have a capacity of 150,000 bushels. The improvements will be completed in 60 days and will cost \$20,000. The house was erected about 25 years ago and was closed down three years ago. Possibly an annex will be built to the elevator which will be of fireproof construction with a handling capacity of 200,000 bushels. The Gunnell-Windle company has offices in the Corby-Forsee Building.

CANADA

The Monarch Grain Company of Regina, Sask., has dissolved.

The Mazenod Farmers Elevator Company of Mazenod, Sask., has been incorporated with a capital stock of \$15,000.

The Farmers Vonda Elevator Company, Ltd., of Vonda, Sask., has been incorporated with capital stock of \$15,000.

Capitalized at \$12,000, the Congress Farmers' Elevator Company, Ltd., of Congress, Sask., was granted a charter to operate in that province.

An Ontario charter was granted the Campbell Grain & Feed Company, Ltd., to operate at Toronto, Ont. The organization is capitalized at \$500,000.

Larger offices are now occupied by the Niagara Grain & Flour Mills Company, Ltd., of Toronto, Ont. The business of the company is steadily growing.

The elevator contract in connection with roofing grain elevator and alterations to warehouse costing \$15,000 has been let by the Mile End Milling Company, Montreal.

Farmers around St. Brieux, Sask., incorporated as the St. Brieux Elevator Company, Ltd., has been granted permission to increase their capital stock from \$10,000 to \$15,000.

The Canadian Securities & Mortgage Company, Ltd., of Winnipeg, Man., has been incorporated with a capital stock of \$100,000. The company is authorized to carry on the business of owning and conducting grain elevators.

An elevator of 250,000 bushels capacity is to be built by the Campbell Flour Mills Company, Ltd., of Toronto, Ont., which will be used in connection with its mills in this city. The structure will be of reinforced concrete construction of circular bin system equipped with drying and cleaning equipment.

The Saskatchewan Co-operative Elevator Company of Regina, Sask., has made arrangements for the construction of 11 grain elevators in Saskatchewan during the coming summer. The combined storage capacity of the new plants will be 385,000 bushels and the cost of building same will be \$150,000 each.

The grain dealers of Winnipeg, Toronto and Montreal have presented a lengthy memorandum to the Dominion Government asking that they be permitted to buy wheat at Ft. William and Port Arthur at prices fixed by the Government and to deliver it to the Wheat Export Company. The grain men offer to do this at the rate of one-quarter of one cent per bushel. This would place them on par with the Wheat Export Company and at the same time enable them to carry on their business till the close of the war.

THE DAKOTAS

Work is practically completed on the new farmers elevator at Kindred, N. D.

A 40,000-bushel elevator is being constructed at White Lake, S. D., for A. A. Truax.

A grain elevator situated at Sarles, N. D., has been purchased by Kelso T. Gray of Duluth, Minn.

The elevator of L. Booher at Delmont, S. D., has been disposed of by him to John Grosz, Jr., of this place.

A new elevator is to be built at Juanita (r. f. d. Pleasant Lake), N. D., for the Minnesota Elevator Company.

New spouting is being installed in the plant of the McCaull-Webster Elevator Company at Lester-ville, S. D.

An electric motor may be installed in the elevator operated by the Stickney Co-operative Union at Stickney, S. D.

The Northland Elevator situated at Alsen, N. D.,

has been purchased by the Farmers Elevator Company of that town.

Operations have been started in the Brown Elevator located at Garretson, S. D. Ed. Ingleson is manager of the plant.

Mason Smith of LeSeuer, Minn., has purchased a grain elevator at Montrose, S. D., and will operate it in the immediate future.

The Lawless Elevator situated at Beresford, S. D., has been bought by R. E. Mangan, who will operate same in the near future.

Cleaners are to be installed in the Danzig, Wishek, Fredonia and Merricourt, N. D., Elevators of Gackle & Co., at Kuln, N. D.

The Oakes Equity Exchange has obtained possession of the Knox Elevator at Oakes, N. D. Possession given the new owners on July 15.

A grain cleaner is to be installed in the plant of the Lake Norden Farmers Elevator Company at Lake Norden, S. D., of which H. Eastburg is manager.

A 25-horsepower oil engine is being installed by the Cando Grain Company in its elevator at Cando, N. D., and other improvements are being made to the plant.

A new shipping scale is being installed and other improvements are being made to the elevator of the Montana & Dakota Grain Company operated at Nekoma, N. D.

Fred Maas, G. M. Leischner and John Litz have incorporated at Beardsley (mail to Parkston), S. D., to operate as an elevator company. Capital stock of the firm amounts to \$25,000.

L. B. Girser, D. C. Garder and Chas. Taskind have incorporated at Frederick, S. D., as the Home Farmers Elevator Company. The new organization has capital stock totaling \$10,000.

The organization of the Equity Elevator Company of White Butte, N. D., has been completed and construction work on its new elevator will be started upon receipt of material.

Capitalized at \$25,000, the Cedar Lake Farmers Elevator Company was organized at Clear Lake, S. D. G. G. St. John, Robert Borne and E. E. Walseth are interested in the firm.

Articles of incorporation have been filed for the Farmers Elevator Company of Hooker, S. D., capitalized at \$20,000. B. F. Hollman, R. D. Ferguson and A. A. Johnson are interested in the farm.

Farmers of Van Hook County, N. D., have organized at Parshall, N. D., as the Farmers Grain & Trading Company and will handle grain, fuel and flour. As yet the firm has no elevator of its own.

A shipping scale and a 15-horsepower Fairbanks Engine is to be installed for the Woodworth Elevator Company of Manfred, N. D., in addition to other improvements to be made on its elevator plant.

H. B. Erickson will move to Viborg, S. D., where he will conduct a grain elevator business in plant purchased recently by him. Mr. Erickson was formerly manager of the Farmers Elevator at Wheaton, Minn.

The elevator of F. N. Theisen at Woonsocket, S. D., has been sold to H. D. Reed and John Monroe. The new owners took possession of the plant on July 1. Mr. Reed formerly had charge of the elevator owned by the South Dakota Grain Company.

Stockholders of the Farmers Elevator Company at Pukwana, S. D., have decided to dispose of one of its elevator plants to the Farmers Union. Negotiations, however, have not been entered into between the two firms.

Farmers living in the neighborhood of Rudolph (r. f. d. Aberdeen), S. D., have formed a company and have made plans for the erection of a grain elevator there. The plant will be ready to handle this year's crop.

The Kenaston Farmers Elevator Company is one of the recently organized firms at Kenaston, N. D. The company contemplates erecting a new grain elevator and having same in operation this fall. It will be conducted on the co-operative plan.

The Minnesota & Western Elevator at Lakota, N. D., is being wrecked by the St. Anthony & Dakota Elevator Company. The new house to be built will be equipped with a shipping scale, a 15-horsepower Fairbanks engine, dump scales, stands of elevator legs and a Globe Cleaner.

The Farmers Elevator Company at Willow Lake, S. D., is making extensive repairs on its elevator including the installation of new leg pits, manlift in the barley house and new boot pan, new pits, and an additional leg in the wheat house. The Hickok Construction Company has the contract.

The Farmers Elevator Company operating at Lidgerwood, N. D., has made arrangements for re-organizing on a co-operative basis. The name of the firm will be changed to The Farmers Co-operative Elevator Company of Lidgerwood. The capital stock of the firm was increased to \$25,000.

The Farmers Elevator Company which has been operating at Vermilion, S. D., has made arrangements to re-incorporate, this time on a co-operative

basis. The capital stock of the concern is to be increased from \$25,000 to \$60,000. T. O. Ellison is president; E. A. Maxwell, vice-president; T. C. Maude, secretary and O. L. Swenson, manager.

A farmers company has been organized at Christine, N. D., and will make plans for the establishment of an up-to-date elevator there. The firm has purchased the old Crown Elevator which it will use as the initial unit of the proposed plant. The flat house of the original elevator will be remodeled and used as a flour and feed warehouse.

An elevator of 35,000 bushels' capacity is to be built at Absaraka, N. D., for the Amenias & Sharon Land Company. The plant will consist of 20 bins with two stands of elevator legs. A feed mill will also be built in addition to the elevator and the equipment will include two cleaners, a 29-horsepower engine, Fairbanks Dump Scale, 1,500-bushel Richardson Automatic Scale, feed mill and Feed Scalper.

INDIANA

The Lebanon Grain Company of Lebanon, Ind., has been dissolved.

A new elevator is being erected for the Jones Bros. at Attica, Ind.

The interest of White Bros. & Co., in the elevator at Kingsbury, Ind., has been purchased by Calvin Low of Culver, Ind.

The capital stock of the William H. Small & Co., of Evansville, Ind., has been increased from \$300,000 to \$650,000. The company handles grain and feed.

Chas. A. Cook, H. H. Gerke, Herman J. Franz and H. W. Mann have organized at Williams, Ind., under the name of the Williams Equity Exchange. Capital stock is \$20,000.

E. H. Curtis, C. D. Stuckey, P. E. Hudson, E. Sexauer and S. B. Mills are the directors of the Lima Elevator Company of Howe, Ind., recently organized there. The capital stock of the firm amounts to \$25,000.

William J. Probst, William F. Kassebaum and Nettie M. Probst are the directors of the recently incorporated company, Probst & Kassebaum, Inc., of Indianapolis, Ind. The firm will maintain and operate a grain elevator. Capital stock amounts to \$30,000.

The Bartlett Frazier Company of Illinois has been authorized to engage in business in Indiana. Capital stock for this branch of the company's business is \$25,000. J. L. Cox is agent of the branch with headquarters at Indiana Harbor. The firm will operate a grain elevator.

An eight-bin concrete elevator is to be built for the Boswell Grain Company of Boswell, Ind. The Reliance Construction Company has contract. The bins are hoppers and the plant will be equipped with two legs, buckets, steel manlift, automatic scale, No. 22 Western Pitless Sheller, No. 31 Western Gyrating Cleaner and two 20-horsepower motors.

Capitalized at \$50,000, the Farmers Elevator Company was incorporated at Franklin, Ind. Ira E. Vandiver is president; John W. Ditmars, vice-president; Chas. A. Brown, treasurer, and Geo. W. Kerlin, secretary; A. C. Brock, manager. The firm has purchased the business of the J. M. Dunlap Grain Company and the Dunlap-Vandagriff Coal Company. The business was established by J. M. Dunlap in 1873. The firm also intends to build a large and commodious elevator.

WESTERN

An elevator is to be built at McCormick, Wash., by J. W. McCormick.

A grain elevator is to be constructed at Edgar, Mont., for the Farmers Co-operative Elevator Company.

A large grain elevator is to be constructed at Lind., Wash., for the Potlach Flouring Mills Company.

The plant of the Montana Elevator Company at Square Butte, Mont., is being remodeled and enlarged.

Farmers around St. Andrews, Wash., are interested in the proposed construction of a new elevator there.

Huntley & Garrett have built a new elevator of 30,000 bushels' capacity at Thera Station (Endicott p. o.), Wash.

The Farmers Union Warehouse Company of Palouse, Wash., has increased its capital stock from \$5,000 to \$10,000.

The Rocky Mountain Elevator has been removed from site on the Great Northern to Milwaukee right-of-way at Choteau, Mont.

Capitalized at \$100,000, the Wallowa Milling & Grain Company has been formed at Enterprise, Ore., to conduct a general commission warehouse, etc.

The Harrington Milling Company of Harrington, Wash., has let the contract for the construction of a grain elevator of 100,000 bushels' capacity. The elevator will be ready for installation of machinery

on August 1 or thereabouts. Cost of building, \$35,000.

A two-story building 14x34 feet is being erected for the Empire Elevator Company of Pullman, Wash. The addition will house a modern cleaning plant.

A 50x100 foot warehouse and elevator is being built at Pasco, Wash., for the Pasco Flour Milling Company. It will be operated in connection with its present plant.

A double warehouse 40x120 feet is to be built for the Vollmer-Clearwater Company at Stites, Idaho, with a load track through the center. Howard Williams is local agent.

The Farmers Union Mill & Grain Company of Tekoa, Wash., has changed its name to that of the Tekoa Grain Company and has increased its capital stock to \$50,000.

The capacity of the elevator at Hay, Wash., operated by the Cox Bros. and Mark Brandon is to be increased from 17,000 to 30,000 bushels. New machinery is to be installed.

H. B. Werdner, J. P. Ross, F. G. Olson and F. J. Olson have incorporated at Hereford, Colo., as the Hereford Elevator Company. The capital stock of the company amounts to \$20,000.

The contract has been let for the erection of a 40x70-foot addition to the elevator of the Deer Park Grain Company at Deer Park, Wash., increasing the capacity of the plant to 40,000 bushels.

The bins of the Rathdrum Grain & Supply Company at Rathdrum, Idaho, are being overhauled. The elevators and dumping equipment is being remodeled to facilitate the handling of bulk grain.

Incorporation papers have been filed for the Sweetwater Elevator Company at Sweetwater, Idaho, capitalized at \$25,000. The company is now constructing at Sweetwater a new and modern grain elevator.

The Union Elevator Company of Molson, Wash., has let the contract for the construction of a second grain elevator there. J. C. McDowell is president; P. A. Lancaster, vice-president, and G. B. Avery, secretary-treasurer.

The Montana elevator holdings of the Farmers' Alliance have been disposed of to the Montana Equity Elevator Company. It is the purpose of the Equity concern to gain control of all the independent farmers elevators in the state.

A new warehouse is being built to the plant of the Nampa Milling & Elevator Company at Meridian, Idaho, increasing the capacity of the elevator considerably. New dump scales with a weighing capacity of from 8 to 10 tons are also being installed.

A large grain elevator is under construction at Toppenish, Wash. The plant will consist of 17 bins and will be equipped with modern grain handling apparatus. A cleaner with a capacity for 1,000 bushels is to be installed. The plant will be completed by August 15 and will have cost about \$16,000.

The Globe Milling & Grain Company of Ogden, Utah, has started construction work on its new elevator and mill there. The plant will have an elevator capacity of 500,000 bushels. The elevator will consist of 20 concrete tanks and the mill will be of six stories with a warehouse four stories in height. The plant will cost \$750,000.

A concrete and steel house is being built at Bennett, Colo., for the Denver Elevator Company. The same firm is also building a 25,000-bushel establishment at Watkins, Colo. Both houses will be built in connection with them bean storage houses, equipped with modern bean cleaning machinery. The Denver firm recently completed a 50,000-bushel house at Brush, Colo., and is doubling the capacity of its plant at Willard and Hudson, Colo.

EASTERN

A grain storage elevator with capacity of 25,000 bushels is to be built at Geneva, N. Y., for C. C. Davidson. The plant will cost in the neighborhood of \$20,000.

Plans are being made by the Western Maryland Railroad for the increasing of the capacity of the Port Covington, Baltimore, Elevator of the railroad about 25 per cent. The plant has a present capacity of 2,100,000 bushels.

An addition has been completed to the plant of the Cunningham Grain Company at Malden, Mass. The addition is 40 feet wide, 100 feet long and has increased the capacity of the plant 36 carloads. New machinery is being installed.

Incorporation papers have been filed by E. E. Aberle, Geo. G. Steigler, and J. H. Dowdell at Wilmington, Del., to operate as the Berg-Terwilliger Company. The firm will deal in grain and agricultural products and is capitalized with stock of \$100,000.

On June 1 the grain business conducted at Hartford, Conn., by the firm of G. M. White & Co., for the past 26 years was taken over by a new corporation known as The Meech Grain Company. On July 1 the new organization extended its operations still further by the consolidation with Loydon, Northam & Loydon. The firm will in the future be conducted

as The Meech, Northam Grain Company with G. Ellsworth Meech president; Harold M. Meech, vice-president; Chas. H. Northam, Jr., general manager; J. Herbert Sizer, treasurer; Elmer C. Stowe, secretary; C. M. Blatchley, assistant treasurer, and Joseph P. Wrang, assistant secretary. The Meech firm is backed by the Middletown, Conn., firm, Meech & Stoddard, Inc., which was established in 1850. Loydon, Northam & Loydon, the last firm taken over by the Meech company, succeeded Smith, Northam & Co., one of the oldest grain firms in New England, which was established in 1871. The capital stock of the new firm totals \$100,000. It will take possession of the brick elevator and brick storehouse formerly conducted by the Daniels Mill Company and but recently purchased by the Meech Grain Company. Offices will be located temporarily at 409 Windsor Street, the former offices of Loydon, Northam & Loydon.

SOUTHERN AND SOUTHWESTERN

Knox Bros. of Perry, Okla., have reorganized and R. L. Treeman is now associated with Charley Knox. John Knox has withdrawn his interest in the grain and feed business.

The Dewey (Okla.) Mill & Elevator Company is building a 25,000-bushel elevator and 60-barrel mill. New machinery and a feed mill is being installed. W. Hollingsworth is manager.

G. F. Berry, E. B. Rodman and E. A. Hoffman have filed incorporation papers for the Franklin Grain Products Company of Frankfort, Ky. The organization is capitalized at \$100,000.

The War Department has made provisions for the construction of a grain elevator with capacity of 90,000 bushels at Camp Lee, Virginia. The bins, which will be 69 feet high and 40 feet in diameter, will be used for storing oats.

Incorporation papers have been filed for the Hemphill Grain & Grocery Company which will operate at Hemphill, Texas, capitalized at \$20,000. The organizers of the firm are: A. D. Hamilton, C. E. Casey and H. D. Nixon.

A grain elevator is to be built at Jonesboro, Ark., for the Farmers Mill & Gin Company. The plant will have a capacity of 25,000 bushels and will be operated with electric power. Lehrack Construction Company has the contract.

W. C. Bland has purchased the interest held by the late Fred Rathman in the Wabash Elevator Company of Uniontown, Ky. He becomes secretary-treasurer of the firm; J. K. Waller is president and J. W. Pfeffer, vice-president and general manager.

The Plum Stadler Grain Company of Cashion, Okla., has purchased the elevator at that point which was formerly conducted by S. W. Hogan. The firm will conduct a grain, seed and feed business. J. B. Plum will still act as auditor for Mr. Hogan's other stations.

The interests of the Hayes Grain Company at Fort Smith, Ark., have been sold by that firm to the Durrett Flour & Grain Company. The Hayes firm conducted large warehouses in Arkansas and Oklahoma. Officials of the firm state that the army draft is responsible for the cessation of business by the grain firm in Fort Smith.

The Durant Grain & Elevator Company of Durant, Okla., has let the contract for the construction of a concrete fireproof building of 150,000 bushels' capacity together with a 500-barrel corn mill to the Burrell Engineering & Construction Company. The company was recently organized with W. F. Pendleton, E. W. and E. P. Stewart interested. The capital stock of the firm is \$75,000.

The Rea-Patterson Company of Coffeyville, Okla., has contracted for the construction of a new grain elevator with a capacity of 4,500 bushels at Bartlesville, Okla. The plant will be of wooden construction with a concrete foundation and will be equipped with modern and up-to-date machinery. If demands warrant it, the capacity of the plant will be increased considerably later on. C. E. Turner will be in charge of the Bartlesville plant.

The United States Food Administration has revoked the license of the Walker Grain Company of Fort Worth, Texas, effective June 20 until further notice. This action was taken by the Administration because of the alleged failure of the Walker company to comply with the orders of Federal Food Administrator for Texas requiring them to accept and handle seven cars of corn shipped by the Elwood Grain Company, St. Joseph, Mo. After the Walker firm refused to carry out the orders to handle the corn, then on the tracks at destination, Texarkana, the Elwood company was required to unload the corn and dispose of it for the Walker Grain Company, in order to release the railroad equipment and prevent deterioration of the corn. The Elwood Grain Company has complied with this order, and the revocation of the license of the Walker concern was the inevitable result. Under no circumstances, it is announced by the Food Administration, will the license be restored until just settlement is made with the shippers; but payment of the shippers' claim in full will not necessarily result in restoration of license.

ASSOCIATIONS

ANNUAL CONVENTION IN OHIO

Close to 300 names were inscribed on the register when President Earl C. Bear called the 39th annual meeting of the Ohio Grain Dealers Association to order at The Breakers, Cedar Point, Ohio, on Wednesday morning, June 26.

After the invocation a telegram of regrets for his absence was read from Charles B. Jenkins, an ex-president of the Association. "America" was then sung, lead by Fred Mayer and accompanied on the piano by W. W. Cummings, who also had charge of the singing end of the program during the convention.

PRESIDENT'S ADDRESS

Fred Mayer made a brief address of welcome and then President Bear read his annual address, as follows:

The members of the Ohio Grain Dealers Association are to be congratulated, at this their thirty-ninth annual convention, for having safely reached another mile stone. Thirty-nine years is a long time, as time is usually considered by man, and the history of this organization from its beginning to the present hour records much in the way of noble achievement, honest endeavor to deal fairly and honestly by all, be it members, railroads, grain exchanges, other organizations, Government officials, millers, producers or consumers. No attempt to violate the laws of the state or nation has ever been made; thus with a clean record the Ohio Grain Dealers Association can justly and rightfully claim the enviable respect and confidence it now enjoys, which are the fruits resulting from the observance of that best rule of all rules, "Do ye unto others as you would have them do unto you."

It is fitting and proper that this organization pay its respect, vote its confidence, manifest its love and loyalty to the Commander in Chief of our glorious Army and Navy, President Woodrow Wilson. We appreciate and admire his untiring devotion in directing the affairs of our Government at a time when the responsibilities attached to his executive office are much greater than at any time in the history of our nation. Into his hands we have given more than a million men, and many more yet to come, our own brothers and sons, who at this hour are offering their lives that "Liberty and Freedom might not perish from off the earth." We do not wonder that his heart is weighed down, that his fearless, though painstaking, Lincoln-like forbearance in dealing with the intricate problems of the world are of such a nature as to merit the admiration and esteem of all mankind; excepting, of course, the German kaiser.

New Pledge of Loyalty.

Therefore we renew our pledge of loyalty and devotion to the President, and to all those in authority; that the war be speedily won, everlasting peace be established, and the return of our gallant forces, who will make all this possible, and to whom great love and honor is also due, be made in safety.

The grain dealers of the nation through their organizations were among the first to offer their facilities to the Government and likewise among the first to feel the iron hand of Government control and regulation. Evidently it was not the purpose of the Government officials to acquire the fruits of earnest and painstaking years of toil without suitable compensation, but unfortunately this has been the result of the Government's control of many of those engaged in handling grain from the producer to the consumer.

But we are not here to complain, except to point out where injustice has been wrought and aid in suggesting methods, etc., that will serve the purpose of the Government and at the same time protect the interest of our members. There is a vast difference between profit and profiteering; the former is necessary and desirable; the latter to be condemned. If the grain elevators located in Ohio are to be continued in their present capacity as necessary and useful agencies for the storage, cleaning and handling of the nation's food stuffs, it is high time that proper attention be given their interests by all those having authority over them.

Uniform Inspection.

The United States Grain Standards Act has been in force nearly 18 months. The country shippers welcomed this law as they thought the long desired "uniformity in the inspection and grading of grain" would be a reality. But this has been a painful and sad disappointment and most of the country shippers and others now believe that actual Government inspection of grain is the only remedy; the only means by which grain will be graded according to the standards enacted by law. Thanks are due to the recent efforts of the Bureau of Markets, of which Mr. Charles Brand is the efficient and capable chief, in providing for more adequate supervision of inspection. We are aware of the restrictions of the Grain Standards Act, also the great handicap under which his department has had to work, but we are very anxious that no more time be lost in bringing about the efficient and uniform grading of grain.

When we remember that the inspectors are not servants of the Government, but of the exchanges and other like organizations; that their compensation is fixed by the said exchanges or organizations, and remembering that "Unto the master is the servant bound" we do not wonder that supervision has not been sufficient to bring about uniformity or inspection. In other words if we are to have Federal grades, why not Federal inspectors? By licensing inspectors, we admit, is a step in the right direction, but the present method of employing them does not divorce them from all interests, nor render them immune from criticism, be it just or unjust.

Grain will never be properly graded until it is properly sampled and it is evident to all that in this there has been a willful lack of care. If it is necessary for the receivers to employ private samplers, as many of them do, why should not the shippers be protected by a stricter supervision of this highly important matter?

Of all the pernicious things practiced by many of the inspection departments of the organized markets

which has resulted in loss and grave injustice to the shippers of the country there have been none to equal the so-called "Too full for inspection."

How inconsistent to require the snipper to load a car to its capacity, to charge him for the inspection service, then take snap judgment thereby fixing the value of his property subject only to the objections of the buyer, if by chance said buyer has not already been given the benefit of the doubt or grade.

For many years the transportation problem has been the shippers' nightmare but the past year has tried the strongest hearts and today, notwithstanding Government control of the railroads of the country, we are face to face with a crisis never before experienced.

Mother Nature has been kind and has given us a bountiful harvest, also a promise for a crop of corn, the king of all crops, all of which are to be gathered, stored and transported.

Mails and Telegraph.

As stated before we are not here to complain, but inasmuch as so much is being required of the grain dealers may we not demand a like efficiency from those upon whom we have to depend for service?

For many decades the service rendered by the U. S. Government mails was the pride and boast of the citizenship. During the past few years the service rendered has been deplorable and is apparently growing less efficient, while the Postmaster General has been boasting of the few millions saved the Government in the cost of operation, but this has been done at a frightful cost to the business of the country of which the grain trade has had a full share. Therefore



PRESIDENT C. M. EIKENBERRY
Hamilton, Ohio.

we trust the Resolution Committee will not fail to record a protest and urge a more efficient service.

So much depends upon the telegraph that for years the grain dealers have resolutely, protested and pleaded but apparently all in vain. Recent exposures confirm our belief that if we are to have an honest, faithful service from the telegraph companies, it will only be had when "Uncle Sam" takes them unto himself.

Government Has Efficient Men.

While we are battle scarred from the conflict we have been waging in order to make a living from a business entangled, controlled, surrounded, gassed, partly confiscated and given over to our friends, the millers, yet we have not lost courage for a ray of hope shineth and with the new wheat grades soon to be made effective, better supervision of the inspecting and sampling, an impartial and better distribution of railroad equipment, we have the courage and faith to continue our efforts and play our part in the great drama of life.

We are aware of the great service rendered by Mr. Hoover and are glad that the grain dealers of the land did not fail to co-operate with him and make possible the feeding of the Allied armies, and many men, women and children throughout the world now dependent upon America for food.

It is very gratifying to note that the Government at Washington is reaching out and enlisting the services of great men who are especially skilled in certain lines. All this means business efficiency and from such much will result towards that desired end, winning-the-war. Master minds of the grain trade have been enlisted, all of which we desire to commend. It is our earnest hope that the various departments of Government keep in mind the fact that they are representatives of all the people; that extreme care be taken that the burdens of the war be not unequally imposed; that our established democracy and republican form of government be preserved and kept worth fighting for, yea, worth dying for.

Others, much more able than I, will address you relative to our patriotic duties, the advanced freight rates, the technical and burdensome reports, the new wheat grades, increased cost of doing business, proper margin that will enable the country shipper to buy

Liberty Bonds, War Savings Stamps, contribute to the Red Cross, Y. M. C. A. and countless other worthy causes.

Margin at Country Stations.

But I am particularly interested in emphasizing the need of an increased margin to the country shippers. The advanced cost of doing business has not slighted the grain dealers and there never was a time when each individual should strive more for efficiency, should adopt up-to-date methods in accounting; should give more personal care and attention to the grading of grain as it comes from the farmer's wagon; should be more zealous in the care and up-keep of his elevator property and especially the grain (our soldiers' food) that he has in his possession. Insist that you be given good cars in which to ship your grain, but make sure your part in cooping same; cleaning and properly classifying the grain intended for shipment.

Let it not be said of the country shippers that they are careless and indifferent, but let us specialize, be worthy of our hire and respected as merchants.

It seems to me to be of paramount importance that every Ohio shipper should be a member of the state association and affiliated with the National Grain Dealers Association. By your organizations you can speak effectively to "The Powers that Be."

I would also remind you of the great service given us by the grain trade journals. We should support them. All can be subscribers, and many can make use of their advertising pages.

I am sure you join me in a word of appreciation for the invaluable service rendered you by your own. The Ohio Grain Dealers Mutual Fire Insurance Association; also the Grain Dealers National Fire Insurance Company of Indianapolis.

Having had the honor and privilege of serving a term as a member of one of the committees on arbitration of the Grain Dealers National Association I am distressed to report to you that a very great per cent of the controversies between dealers results from the lack of ordinary care in making and confirming contracts; also the seemingly lack of knowledge of the trade rules, which, by the way, are the laws largely governing the transaction of business between our members. This matter has been brought to your attention many times and I hesitate to mention it now, but I am very anxious that every dealer familiarize himself with the trade rules, then draw his contracts in conformity therewith.

Tribute to Co-workers.

Someone has said "He that serves, is greatest among you," and admitting the truth of that saying we can understand why we are unable to find words that will properly express our appreciation and love for the one who has served us so faithfully, so efficiently, so zealously, our own respected and renowned Uncle Joe McCord.

One by one he has seen his friends and co-workers cross the Great Divide, and the past year has taken from him some of his ardent and helpful supporters, but he goes cheerfully on doing his "bit" for this, that and the other, not mindful of his own interest but always serving. Surely he is one of God's noblemen and it's our prayer that all that's worth having in life be granted him, and Heaven at last.

Owing to a severe break in health I have been obliged to neglect the duties pertaining to the work of the office to which you so kindly honored me. But this work was cared for by Uncle Joe, and your esteemed vice-president, C. M. Eikenberry, to whom I owe a debt of gratitude. The details of what has been accomplished by your Association I am going to let them relate. Suffice for me to say that the past year has been one of many changes in membership, and otherwise, and while the work sometimes grew burdensome, yet the ties of friendship have been drawn closer and life made more sweet for our labors together.

Please grant me the privilege and understand that these are not meant for words of flattery when I ask you to join me in saying that the Ohio Grain Dealers Association has been greatly honored by the grain dealers of the nation because of the especially skilled services of our own members and fellow Ohioans, Eikenberry, Goemann and McCord, these with others have graced the activities of the National Association and in turn brought honor not only to themselves but to us and the great state of Ohio. All hail to these and may their lights never grow dim.

One of the sweetest things in life is friendship and of such there are none more firmly anchored than those tested by the white heat of the complexities of modern business life.

The grain business is peculiar in that it takes the other fellow's unwritten word, oftentimes involving thousands of dollars. By such confidence imposed and the respect gained from a repetition of the same from year to year it accounts in a measure for the faith we have in each other. If my membership in the grain organizations have been of no other value I am frank to say that what I have gained from the association by the priceless treasure of true and lasting friends, is worth twenty-fold more to me than all the time and money spent for such a privilege.

In conclusion let me say that we should support our Association, its officers and members. Keep alive that spirit of optimism, remembering that the serum of efficiency never took when the grouch was inoculated and that it is poor business method to take the grouch from the office to the home, and vice versa.

Let us continue our faith in each other, as Heaven was never reached by a single bound, nor hades by a single fall and when the wheel slips give it sand, and when a fellow dealer slips, do the same for him.

My prayer is always for the success and upbuilding of this Association; and that we have a happy, profitable meeting, and that wisdom will guide us in all transactions of business and in the deliberations of this occasion.

REPORT OF SECRETARY I. W. McCORD

Secretary and Treasurer J. W. McCord read his annual report, as follows:

In my report made one year since at our 38th annual meeting, I made reference to the abnormal burdens imposed on our business caused by world war conditions. These burdens have greatly increased and have become more intensified during the past year.

The grain trade has been subjected to the most rigid requirements and exactions along with similar regulations in other branches of commercial activity. The trade has responded willingly and patriotically to every demand made on it, with the greatest degree of loyal support of the "Powers that Be."

New problems with all their varying complex conditions and requirements are now the rule and practice; we have not faltered or wavered under the burden; our one purpose is the Winning of the War.

We are confronted with so much that is new in our business relations with present existing and future proposed tentative conditions and changes that we are in an almost chaotic state of affairs; but we have the faith that will enable us to overcome every obstacle with honor, integrity and patriotism and thereby contribute our full share in support of every demand made upon us.

This stress has brought with it increased work and

duty for your humble servant, intensified by the loss from our service during the year of my able assistant, N. D. Carter.

Notwithstanding all the increased demands on the office, we have been able to discharge the duties involved and we today find our work well in hand, and our membership, which has been considerably increased, active and progressive, ever ready to respond to the call for active service in the work of the Association.

I will not attempt to impose on your time and patience with a recital of the details of the work performed through the office. We have taken active part in every important matter that has been before the trade. We are under many obligations to Messrs. E. C. Eikenberry, Henry L. Goemann, C. M. Eikenberry, Charles Quinn, and our worthy president, Mr. Bear, for their valuable services in representing the Association at different meetings and in committee work. Many others of our membership have also been actively responsive in our work, and to all we express our sincere thanks.

Local Associations.

One of our affiliated local associations, formerly known as the Western Ohio, has recently been reorganized under the name of the "Darke and Preble County Grain Dealers Association"; we are greatly indebted to Mr. E. A. Grubbs for his efforts in bringing about this accomplishment which has materially strengthened our resources by adding 14 new members and reinstating 7 members who were long since in arrears for dues. If several good missionary grain dealers located in other districts of the state where local organizations have once thrived, but have fallen by the wayside, would emulate the example of Mr. Grubbs and those who so ably assisted him in his work, we would return to the old status of handling grain on a reasonable margin and in a businesslike manner in those localities where the chief end is sacrifice fair profits for volume of business, regardless of grades and quality.

Financial Statement.

June 26, 1917—Cash on hand at close of the Fiscal Year 1916-1917\$ 69.91
Total Receipts including balance.....1,633.41
Total Disbursements1,477.61
Balance on hand at close of year.....155.80

President Bear appointed the following committees:

Resolutions: E. C. Eikenberry, Fred Mayer, E. T. Custenborder, C. E. Groce, S. W. Dewey. Nominations: J. H. Motz, H. S. Heffner, S. L. Rice. Auditing: F. J. Reinhardt, W. G. Furnas, R. G. Calvert.

Secretary McCord read a memorial in honor of C. N. Adlard, E. H. Day, Thos. Morrisson, Wm. M. Morgan, C. P. Bauman, F. W. King, members of the Association who had died during the year. Also N. D. Carter and E. T. O'Kane, chief clerks in charge respectively of transportation and insurance.

PREVENTING DETERIORATION OF GRAIN

O. W. Cook of Columbus, read the following interesting paper on "The Prevention of Deterioration in Grain in Country Elevators":

The paramount issue of every patriotic commercial enterprise today is the ideal that in the execution of its particular business it must work at a maximum efficiency strictly with policies which will best affect the quick and successful consummation of the one big business—winning the war with peace and victory. From this tenet we view with much concern the necessity of preventing the deterioration of all food products.

If it were possible for grain merchants in general to barter in products strictly staple, we are safe in assuming that many of the unpleasant things, such as insomnia and that undesirable tendency of our hirsute appendages to transform to the gray, would be considerably abated. In other words, our environment would soon evolve to that of a Commercial Utopia.

By virtue of the country elevator man's position at the incipient point of the great commercial path over which must pass the distribution of practically all food products for man and beast, he is confronted to some extent with perishable wares, and gets the first unpleasant experience they occasionally manifest. We do not need much directing to find one class of the above-mentioned "wares" which has recently "touched" practically every dealer in the entire gamut of the business since the beginning of its harvest last fall. Numerous pranks has King Corn played on those, who, during transactions covering that commodity this season, have perhaps more than forfeited their profit and considerably jeopardized their reputation as well. For other reasons, then, it behooves us to look to remedial measures when unmerchantable products are tendered the trade—especially so at this particular time.

With such premises in mind we naturally look first to the country grain merchant whose contiguity to farm products gives him the status of initial purchaser upon whom there devolves much responsibility; for his acceptance of grain—good and bad—puts farm products in a motion not to be stopped till they reach the consumer wherever he may be.

The germination, growth and maturing of farm products are wholly due to meteorological conditions which, in turn, frequently give damaging effects to the identical products; but these same conditions must not be wholly chargeable as deteriorating factors, for a large percentage of that condition is due to indifference and carelessness on the part of both the producer and the man to whom it is first sold; therefore, it is the duty of all shippers to exercise to the maximum limit every legitimate, precautionary and conservative measure known to them in their purchases; for in so doing they are not only serving in the best manner the interests of their country, but are working to their personal interests as well; thereby conserving food and precluding the possibility of much subsequent trouble and loss of money.

Every bushel of unmerchantable grain accepted at country stations has a tendency to breed carelessness on the part of the producer, and thus encourage him to attempt to deliver more of that class of merchandise. If it were in my power to cast aphorisms, my first production would surely be this: "All unmerchantable or deteriorated food products should never be permitted to enter commercial activity." This is the key which unlocks the receptacle in which is found the practical rules for much prevention of deterioration of grain in the country stations.

Regardless of what is the cause of deteriorated grain or that which is subject to deterioration, there is only one logical place for such stuff and that is where it is produced. The farmer's facilities for disposition of off grade grain far exceed that of any dealer. He generally has live stock to which he can feed much of it; besides, in proportion to the amount of bushels he has of off grade grain and storage capac-

ity, his advantages for handling it are far superior to that of his dealer.

A practical suggestion is found in the old adage: "An ounce of prevention is worth a pound of cure," and we conscientiously feel that the major part of the prevention of deterioration of grain at the country points is due to careful sorting and rejecting of deliveries made by the farmer patrons.

A good quality of wheat, corn or oats verges closely to staple products, which, if cleaned and garnered properly, need not give the possessor much concern as to deterioration; however, it matters not how discreet an operator of a country elevator may be, occasionally deterioration of grain will take place when relief is contingent upon the judgment and quick effective work of the operator. The first step, after grain is received, toward the prevention of deterioration, should be taken by cleaning all receipts before storing or loading. Remnants of weeds and their seeds removed from newly threshed oats, fairly dry, will prevent staining and probably heating. Many times this cleaning process will maintain or raise the grade, and should be done as quickly as is practicable after receiving them. The same is true with wheat and corn. Ear corn should be properly sorted and stored in a repository where some degree of ventilation prevails, and if there be much altitude to the head of the elevator delivering the corn to the crib, much shelled corn will accumulate, and unless it is well matured and dry, this particular part of the crib will have a tendency to soon deteriorate.

Given propitious weather for harvesting and threshing of small grains otherwise of good quality, little trouble will accrue after good cleaning and elevation takes place; but with wheat and oats coming from a crop which is totally under the average, much precaution must be exercised in proportion to the exigencies and the cleaning and storage facilities which the plant will permit.

The country elevator having ample storage handicaps the smaller one inasmuch as it affords larger facilities for the grading of grain; but on the other hand, the plant with the smaller capacity affords a pretty good excuse for not accepting grain the quality of which is questionable. There is so much difference between the local conditions which accompany elevators of different design and capacity that no general rule is applicable to prevent universally the deterioration of grain receipts, but tersely suggest that "discretion is the better part of valor."

Now, in this particular hour of crisis, one, the record of which will be the darkest written on the pages of the history of mankind—so far as casualties and brutality are concerned—if we are not vitally working—using every tangible means in our possession with which to avoid deterioration of food products, we are far from doing a patriotic duty which now rests heavily on the shoulders of every man in the grain business. Let us seriously center our attention to the conservation of food products. This is in direct line with nothing more than full execution of equitable practices in the trade, and whether or not the few suggestions herewith given co-ordinate with yours, we earnestly admonish each and every member of the Ohio Grain Dealers Association to use fully every instrumentality available toward the execution of the above desired end, and by so doing, at the close of this war, it shall have been said of us that at no time during the awful tragedy has there been found in the great patriotic crucible a trace of dross emanating from a single grain man.

AFTERNOON SESSION

Vice-President C. M. Eikenberry presided over the afternoon session as President Bear was called away by the death of his father.

Charles Quinn, secretary of the National Association in a stirring patriotic speech reminded the convention that the grain dealers were "On the Firing Line," which he took for his subject. He refuted the statement that the grain trade was asleep while the millers put it over on them, by saying that the leaders of the trade had the true vision and saw from the beginning how much was at stake and that individual success must give way before the needs of the nation and that we could always be proud of the attitude of the trade. He then showed the changes that would be in effect next year, approaching as near as possible the normal conditions.

A lengthy discussion on some of the points touched upon followed Mr. Quinn's address, and then the convention adjourned for the day.

THURSDAY MORNING SESSION

The morning session was opened by an address by H. D. Davis, state food administrator, who told of some of the work done by that efficient office during the year.

Governor Cox addressed the convention briefly on the war situation, and then, in the absence of Charles J. Brand, Charles S. Cole told of the investigations that had been carried on by the Bureau of Markets. He stated that in the period of readjustment after the war, accurate data would be invaluable in guiding the making of new trade rules and the framing of new laws. He described some of the accomplishments of the past year, as follows:

During the past year an intensive study has been made of the marketing of grain as carried on by the country elevators and the terminal markets. One hundred elevators were selected in Illinois and Iowa. Competent investigators were sent to obtain definite and accurate figures covering a five-year period. This five-year period was chosen in order that normal years as well as abnormal years might be studied. Definite figures concerning the flow of grain by months have been obtained. A study of these figures will disclose whether the great bulk of our crops moves within the narrow limits of three months or whether there is a tendency toward country storage. It should disclose whether the farmer is becoming the warehouseman of his own grain. Figures now on hand indicate that there is a tendency toward country storage. A real tendency in this direction might have a marked effect upon seasonal price of grain. A knowledge of this tendency could be of value to the elevator man who fills his elevator at harvest time and holds for the spring rise. Accurate figures have also been taken concerning daily prices paid to the farmer during this period. After deducting commission and freight, we will know absolutely the spread between the country station and the terminal market, and will have accurate information concerning the question of whether a very narrow or a very wide margin is taken by the country elevator. Financial statements also have been obtained showing the cost of operation and profit and loss. These statements

will disclose the average cost per bushel of handling grain and especially the relation of volume to the cost per bushel of handling. A careful study of the relation of volume to the average cost per bushel of handling grain together with the grain yield of a locality would be of inestimable value in the establishment of new elevators. They will also show the average spread throughout the year between the country and the terminal. A study of these statements will show the results of certain types of business. Most elevators follow the plan of selling grain by various methods, that is, on track, to arrive, on consignment, etc. It is found, however, that certain managers adopt a single method of selling and rigidly adhere to it. For example, one manager sells only on to arrive bids, another consigns all that he buys, another hedges every bushel while another sells on track only. It will be of interest to compare the results of these fixed policies in relation to each other and their relation to the results of the policy of adhering to no particular method. We also will be able to make a comparative study of the various kinds of organization with special reference to their relative service and efficiency.

In the terminal elevators the question of marketing grain has been given special consideration. Figures running up into the hundreds of millions of bushels have been procured from terminal elevators showing the in and out grades and the changes which have taken place as to grade in the elevator itself. Not only will these figures show the value of mixing and conditioning to the elevator but should be suggestive as indicating the influence of mixing and conditioning on the value of the lower grades. Comprehensive figures have also been obtained concerning the flow of grain. These figures relate to practically every element in the terminal market. For example, over 250,000 cars have been traced through commission houses. These records will show whether there has been unnecessary duplication of sales within the exchanges themselves and should be indicative of the relations which exist among the various factors within the market. Financial statements have been abstracted from books of commission houses. These statements show the source of profits, whether obtained from cash grain or futures. A study has been made of the services rendered by commission houses in order to properly rate their economic value. Some attention has been given to wire houses, the territory covered, the sources of their income, the type of business which they do, the cash grain feature which recently has been taken up, and an analysis has been made in some cases as to the occupation of wire house customers. The organization of grain exchanges has been carefully studied, their rules and regulations and minutes have been inspected with a view of ascertaining the cause for changes in rules and for the rules themselves. This study of the evolution of the exchanges and their rules has been enlightening in showing the struggle which has gone on for supremacy within certain markets and the steps which have been taken to thwart such supremacy. Many other subjects such as pit brokers, scalping, etc., have been given attention.

MR. BEVERSTOCK DISCUSSES THE FUTURE

A. B. Beverstock of Lexington took as the basis of his remarks a market report from Chicago on the new plan of trading next year. This plan was quoted as follows:

As nearly as we can learn from various sources, the new wheat plans will embody some of the following features:

Guaranteed price: The minimum price will be guaranteed to all; the grain trade will be allowed to buy wheat wherever they want it and ship it wherever they want it. Country elevator operators can ship their wheat to any market or any mill that they see fit. A minimum price on flour and feed will serve as a maximum price on wheat since one will control the other and the Food Administration will control the export situation. There will be no trade in wheat futures.

The new price will probably be in the neighborhood of \$2.39, New York, or \$2.26, Chicago, with a scale of discounts for certain of the lower grades, the other grades to sell on their merits on a competitive basis.

Mills will get their supplies through commission houses and not from the Food Administration as heretofore.

The guaranteed minimum price will be at terminal markets and not on the farm. Advance in rail rates, which takes effect June 25, makes a readjustment necessary from present prices. The differential between markets and difference in rail rates will be considered but will not be final in determining the price; local conditions in certain sections of the country will have to govern.

The former system of sending samples into the grain corporation for supervision of grades will doubtless be done away with. They can ship where they want after the new plan is in effect, but must abide by the present regulations until that time. Country elevator operators will be allowed only a fair margin and excessive profits will not be tolerated. Profits will probably be considered fair or unfair, depending upon the availability of equipment and transportation conditions. For example, if wheat could be taken in and shipped right out, it would not require the same profits that would be necessary if it were taken in and the country elevator man had to hold it due to car scarcity.

The miller's profit must not exceed \$1.10 a barrel of 196 pounds of flour based on 4.40 bushels of wheat to the barrel. Feed prices will be fixed on a percentage basis of the cost of the wheat from which the feed is made.

If feed goes up, flour must come down and vice-versa. They must make 74 per cent extraction making 100 per cent straight flour.

Millers can pay what they please for wheat, but will not be allowed to sell flour above a maximum to be decided upon; therefore they will not follow unnecessary advances in wheat prices as it is unreasonable to presume that they would operate at a loss.

The Government does not agree to buy all the flour offered as was the plan last year.

It is the plan to build up a large reserve of wheat against a possible short crop later and this wheat will be stored wherever in the judgment of the Food Administration it is most conveniently located.

The proposed plan will allow making privileges at terminal markets. There will be a time of possibly 30 days during which you will be allowed to own wheat in store; and after that time, it must be moved or sold at the Government's dictation.

Commission men in various markets will resort to former practice in hunting up millers to whom they can sell wheat at a premium over the established minimum and failing to do so, can sell to the Government at a guaranteed price.

The Government does not want consignments and will charge 1 per cent commission for any that are tendered to them.

In discussing this plan Mr. Beverstock spoke, in part, as follows:

The miller is allowed \$1.10 for handling with his machinery 264 pounds of wheat. The grain dealer handles and stores the same 264 pounds of wheat for about 14 cents gross and for no assurance, whatever, of a net profit such as the miller has. Competition, as far as the miller is concerned, is practically eliminated. Competition, as far as the grain man is concerned, is nearly as bad as ever. I dare say that every member of this Association is willing to work and dedicate his entire investment during the period of this war if he could be assured of one-half the profit guaranteed to the miller, and that means taking into consideration the full value of the miller's investment and depreciation.

If the Grain Corporation, therefore, would go a step further and set a reasonable profit for the grain dealer there would be no kicks about moisture test, dockage or the dealer in the next town paying a higher price, and further, the farmer would be better satisfied. Competition is as natural as the law of gravity. Co-operation in buying grain is only sectional and frequently short lived. If war produces unusual conditions with which we are all asked patriotically to meet, why should competition not be eliminated for handling the raw material just the same as the finished product? I mean during the period of the war. Last week I was told by one of my neighbors that he had handled during the past year 60 cars of wheat, about 80,000 bushels, and had not made a dollar out of it. I would not repeat this statement if I did not know them to be creditable people.

I, therefore, hope there are men in this organization resourceful enough to devise ways and means of presenting this matter to the Grain Corporation in such a forceful manner that it shall gather moss as it grows, until competition, during war, in buying wheat from the farmer shall be eliminated, and co-operation on the part of every grain dealer and the Administration shall reign in its stead.

RESOLUTIONS

E. C. Groce of the Resolutions Committee offered a number of resolutions which were adopted. These included a declaration favoring heavy taxation on real and personal property instead of further burdening active and big business: The Governing Board to consider way of enlarging the Association: Expressing confidence in Julius H. Barnes and his associates: Condemning the Zone Postal Law: That wheat price should advance by not less than 1 cent a bushel for each period of 15 days: Endorsing a protest against duplication of reports by different Government Bureaus: Endorsing the view that new oat crop should have free movement and that 90 days be allowed for contract sale and that limitation of cash oats be for 200,000 bushels as it is for futures: Endorsing the Government.

Fred E. Pond, Secretary of the Buffalo Corn Exchange made a short address, calling attention to the advantages of his market.

W. B. Furnas reported for the Auditing Committee that the treasurer's report was correct.

NEW OFFICERS

J. H. Motz of the Nominating Committee presented a list of new officers who were thereupon elected, as follows:

President, C. M. Eikenberry, Hamilton; vice-president, O. W. Cook, Columbus; secretary-treasurer, J. W. McCord, Columbus. Governing Board: Fred Mayer, Toledo; F. J. Reinhart, Uniopolis; E. O. Tee-gardin, Duval.

COUNCIL OF GRAIN EXCHANGES MEETS

The midsummer meetings of the Council of Grain Exchanges were revived with a meeting at Chicago on June 17. President J. H. MacMillen of Minneapolis made some very important suggestions in his address, relative to the future of the Council. His address was as follows:

I have believed it advisable that the Council should this year hold a semi-annual meeting. The grain exchanges have never known so serious a condition. Ordinary methods, developed as the result of years of experience, are cast aside; demand and supply are no longer allowed to determine values; transportation has become uncertain and at times unavailable. It is unlawful to exercise ordinary prudence or foresight as to the requirements of the individual or of business. We accept all this, however, without complaint, for we are at war; but it is well that we should meet to discuss these changed conditions and counsel together as to how the exchanges may conform to so unusual a situation, and as to how they can be of the greatest possible service to our Government, to our Allies, to our Food Administration, and to both producers and consumers; for we can through united action carry out the wishes of our Government in a more effective way and at lower cost than our Government could through any of its own methods. We can hope though for only such compensation as our services justify in doing our part in the organized effort to conduct the war. Our part, however, is most vital and fundamental, for the grain trade as the medium of distribution of the grain crops serves the Army, the Navy, the workers who produce munitions. It serves all who must eat; and if its machinery is broken down because of errors in policy, lack of transportation, or from any other cause, untold disaster must ensue to our fighting units, to our Allies and to our own people.

The first requirement of the grain trade is that it shall move the crop from the farm to the consumer. This requires vast sums of money which can only be obtained if the grain trade can convince the banker of its ability to finance the undertaking on a margin sufficient to compensate for cost of the service and at a profit commensurate with the risk. This statement applies equally to every one who handles grain, whether country dealer, commission merchant, terminal elevator dealer, miller or exporter.

The second requirement is that it shall furnish a market for the grain, which includes providing adequate stocks for the requirements of all during the entire time from one harvest to the next, buyers who will assume risk of ownership, elevators that will condition the grain and assume the risks incident to storage, and arrangements for necessary transportation.

The grain exchanges exist to meet this second requirement. They are great market places, with such organized methods and machinery of the trade as have evolved from the necessities of the situation in order to protect the producer, the consumer, the grain merchant, the miller and other manufacturers of food or feed. As the result of this complex organized effort, grain and its products have been handled at a lower percentage of profit than any other form of business in the world. The grain exchanges embrace every form of activity in the handling of grain and its products, and owing to their highly effective organization, they are in position to accomplish more to aid our Government and the Food Administration than can be accomplished by any arbitrary or bureaucratic methods. They have gladly and effectively worked toward that end and desire most earnestly to continue to help in every way that they can be of service.

Times of great stress always develop the weakness in any organization. The Council of Grain Exchanges is no exception. It was organized to co-ordinate and combine into an effective unit the grain exchanges of our country, or, as stated in the preamble of our Constitution, "in order to secure uniformity of method, unity of action and intelligent co-operation of membership and general public, to harmonize inter-trade relations everywhere, and generally to promote the welfare of the trade in agricultural products and all those engaged and interested, producer, merchant and consumer." The Council is, however, without any effective power. It may discuss and debate and suggest action, but is without power to enforce its will. It is not even really representative of the activities of the various members. Each exchange sends such delegates as it wills without assurance that it will abide by the vote of its delegates, nor that these delegates are familiar with the problems of the exchanges which they represent. It is unthinkable that this would be the case if these delegates were the president and some other executive officer of the member exchange. Owing to the very fact that the Council is so loosely organized, there seems to be a preference, whenever any serious matter arises in which all are interested, to call meetings of the various exchanges by special delegations instead of utilizing the machinery that already exists through the Council of Grain Exchanges. If we were an effective organization, all problems in reference to grain exchanges and its machinery would be taken up by the various Government agencies through the Council. All member exchanges would be a part of the discussions and the outcome, and these discussions would be of great educational value. The handling of these problems as a unit body would add dignity and strength to the grain exchanges as well as to the Council.

It is unthinkable that existing conditions would prevail if the Council of Grain Exchanges was composed of the real active executives of the member exchanges. The members would understand better the problems involved and the meetings would carry far greater weight for the authority of these executives would definitely pledge the member exchange.

Organized effectively the Council could command almost unlimited influence. Through its comprehensive grasp of the problems, of its knowledge of all the factors of the grain situation, it could render the most powerful assistance to the Food Administration, both in the way of advice and of service. It could bring to the Food Administration the troubles of the trade, the difficulties encountered that they are attempting to solve; and being a real national body, it would have the facilities to know whether these troubles were general or local, whether due to crop conditions, weather conditions, transportation conditions, financial conditions, or to conditions brought about through rules and regulations of the Food Administration itself. It would have such standing and influence that it could carry out the objects as stated in our constitution which today is only a statement of our hopes of attainment. Our organization is not measuring up to the ideals that we have a right to expect. It is even entirely without power as between member exchanges. It has no power to correct abuses that creep into the trade, no means to compel arbitration of differences between members of the different exchanges, offers no privileges of membership; in fact, membership means practically only the privilege of attending meetings once or twice a year for the discussion of purely academic problems. Unless we can make membership so attractive that it becomes almost a necessity, we cannot expect to continue our existence. If our individual members find it more advantageous to attempt the solution of these general problems by individual action instead of through organized methods, we cannot even justify our existence.

I urge therefore that such changes be made in our Constitution as are necessary to carry out the objects named, having particularly in mind that the Council shall be the organized power of its combined members, with full authority to represent any and all of its member exchanges at such occasions and at such times as may arise, suggesting the need for joint action.

I suggest also that provision be made so that the president or acting president and the secretary, or such other executive officer as may be named by the exchange, shall be ex-officio delegates representing Class A Exchanges at all meetings of the Council, and in the case of Class B members that they shall be represented by the president or acting president of the Exchange. The Executive Committee should be composed of the presidents of Class A members; and the president and vice-presidents of the Council should be elected from the Executive Committee.

Our organization can be so strengthened as to make it the strongest factor in the organized grain trade and of the greatest possible benefit to the individual members of each member exchange. There should be preference rates on quotations between member exchanges. This would at once make membership in the Council effective and attractive. It could maintain a statistical organization which would take over and furnish to members such statistics of a general character as are now gotten out by individual exchanges at their own expense. During the period of the war, it would be of the greatest possible benefit if we could maintain an office in Washington so that the exchanges would be in daily contact with Mr. Stream, who is directly in charge of grain exchanges in the Food Administration. It would be possible in this way to understand those problems under consideration, to anticipate on behalf of the trade the requirements or necessities of the Food Administration, to bring to their aid the combined effort of the entire grain trade, and by calling to the attention of the exchanges promptly of abuses in the trade to put a stop to them, and thus save the necessity for urgent or extreme action by the Food Administration in the way of new rules, regulations, reports or further restrictions and its inevitable red tape which always have such far-reaching, economic effect that there is no one in the trade but may be affected in a most disastrous way, and no one can foresee the far-reaching results.

Such an organization could attend to such transportation and traffic matters as concern the entire trade. It could attend to all grain legislation of a National character, and to all matters referring to grain inspection or other market matters with the Agricultural Department. It could, in fact, be so exceedingly useful that it is inconceivable that any grain exchange could afford to remain outside of its membership. To do all these things it would be necessary to evolve a plan for the distribution of the expense involved. A large amount of it could be saved to member exchanges as they could continue the compilation of those statistics undertaken by the Council; and I am inclined to think that the net result of cost would not be greater than at present, for it would save a great many trips to New York and Washington on behalf of the exchanges as well as the lessened clerical hire on statistical matters.

There have been some changes made necessary in standing committees due to changed conditions. Instead of the "Committee of Exchanges in Aid of National Defense" it seemed advisable this year to provide for a Joint Committee with the Grain Dealers' National Association. This committee has done a great deal of valuable work in connection with the Food Administration, particularly in securing assistance on car supply for the movement of the corn crop. The chairman, Mr. C. B. Pierce, put in nearly four months of strenuous effort in Washington, and I find it impossible to express the gratitude that the grain trade should feel, and I hope do feel, for the splendid results he accomplished. It looked at one time as though the corn crop would never leave the farm, for owing to its excessive moisture it could only be moved in cold weather and transportation was unavailable. In the end it was moved with surprisingly little loss, considering the dangerous quality of the corn. Mr. Pierce, as the result of his work in Washington, also suggested the method which was adopted by the Chicago Board of Trade for the changed basis for future trading in corn, which has enabled the grain merchant to resume his usual hedging basis.

It was deemed advisable to drop the Crop Improvement Committee as their work has been discontinued. We added, however, a Legislative Committee, as it seemed at one time as though considerable legislation might be offered in reference to grain exchanges. This committee did some valuable work in affording information which no doubt accomplished all that was necessary as no legislation in reference to the grain trade has been seriously undertaken.

The new crop will soon be upon us, and will bring many problems to solve. Through the courtesy of the officials of the Grain Corporation, the grain trade have now an Advisory Committee, who will be able to bring our troubles to the attention of the Food Administration. Three of this committee have been appointed by the Council and are with us today. As they have just returned from a conference they will doubtless throw some light on our discussions and we will be able to put before them the ideas of this meeting, which should be helpful to them at later conferences.

REPORT OF SECRETARY

Secretary J. Ralph Pickell gave the following report:

This midsummer meeting of the Council of Grain Exchanges is the first since 1914 at Buffalo. The roll was voted upon by 15 Council members, eight voting for the meeting and seven against it. The Executive Committee was practically unanimous in deciding upon Chicago as the meeting place.

The work of your secretary for the past five months has been more or less routine. Important problems have arisen, and your officials have participated in frequent conferences, but the Council as an organization has not been called upon to act as a body on any of the many pending issues.

The membership remains the same as reported last year. There are 16 members. We have lost the Wichita Board of Trade, but have gained the Toledo Produce Exchange. We have held the balance of our membership.

We find our finances in a satisfactory condition, everything considered, although there is much we could and would do if we had more funds. It would seem as if this organization is under obligations to pay the traveling expenses of its officers and delegates to various meetings, but our financial condition is such that this cannot be done unless we adopt some new method of financing the association, or by levying assessments as we have done in the past. We have the expense accounts of two of our delegates who attended a meeting recently held in New York, which have not been liquidated. We have the funds on hand to meet these accounts, but if paid we will not have sufficient funds for current expenses during the balance of the year.

The financial report showed receipts of \$3,033.54; disbursements, \$2,205.57; balance on hand, \$803.47.

Two Class "B" members have not yet paid their dues.

There is in the litigation fund the sum of \$1,627.00, which has not been touched since our January meeting.

The traveling expenses include the cost of transportation and accommodation for your officers during the past five months, the most of which, however, was for the account of a trip made by your secretary in the West, covering a period of three weeks.

Your president has been very active in the Council work, as indicated by his address. We have new committees at work, such as the Legislative Committee, the Joint Committee of the Grain Dealers National Association, and our three members of the Advisory Committee. We are very much alive to all trade problems, but we recognize limitations which often distress us.

The motive back of our activities is today the world motive—that of winning the war. Grain men have universally been patriotic and generous. They have not prospered as in many other lines of business. Important suggestions, which they are now considering, are topics of discussion at this meeting. We hope for better things. The grain trade wishes to maintain its organization for cereal distribution, marketing and export intact to the close of this war. Another year such as last and many firms, especially in the country, will not be able to remain in business. If this is the price of victory we are ready to pay it. If this is the cost of inadequate and ill advised Governmental systems, then we ought to present constructive plans which will insure maximum of service at a minimum of cost and economic waste and insist upon being heard. The patriot in the opinion of your secretary, is the one who fearlessly advocates fundamental principles, taking into consideration at all times, the exigencies of war, and the best results for our beloved country.

The New York meeting of the Advisory Committee, of which the Council has three members, was discussed by William N. Eckhardt, Frank I. King and George A. Wells. This discussion covered the meeting which is described on another page.

President A. Stamford White of the Chicago Board of Trade made a short address on the advantages of trading in futures, after which luncheon was served to the delegates and guests.

AFTERNOON SESSION

The afternoon meeting was opened with a discussion by Henry L. Goemann of the conferences between grain shippers and carriers on terms of settlement for loss and damage claims. Further conferences are planned, as nothing definite has been accomplished as yet, and he urged the Council to appoint a member of the committee to meet the carriers. Upon motion the president was authorized to make such appointment.

Considerable time was taken up in discussion of the changes in the Council organization as suggested in President MacMillan's address. There was little encouragement for the idea of having a permanent secretary in Washington, but upon motion, a committee was to be named for fully considering referendum of the president's proposals which will be submitted to the various exchanges.

For the benefit of the members of the Advisory Committee to be used on future occasions, opinions were expressed on a number of subjects: "Future Markets"; "60-Days' Supply Restrictions"; "Reserve Stocks of Grain"; "Transportation"; and "Co-operation."

MIDSUMMER MEETING IN INDIANA

The midsummer meeting of the Indiana Grain Dealers Association held in Indianapolis June 20 and 21 proved to be one of the best meetings held during Secretary Riley's regime in both attendance and program carried out.

The first session was called to order by President Bennett Taylor of Lafayette at 1:30 p. m. on June 20, followed by the invocation by Rev. U. G. Leazenby of Lafayette, after which a hearty address of welcome was delivered by President A. M. Glossbrenner of the Indianapolis Board of Trade. H. C. Searce of Mooresville responded very pleasingly.

President Taylor reported on the work of the Association during the last six months. His recent trip through the southern part of the state showed the wonderful results of the efforts of the Association in encouraging the production of more wheat and other grains. Twenty-one new members had been brought into the Association while 17 had dropped out. He pointed out the wonderful help Carl Sims is to the grain dealers in matters in which they were interested before the Food Administration, and that the Threshing Committees and grain dealers in different sections can easily help to speed up threshing of grain for the production of food.

He then appointed John H. Morrow, Wabash; Albert Betts, Frankfort; D. C. Moore, Waynestown; J. H. Shine of New Albany and D. K. Mull, Manilla, as members of the Resolutions Committee.

H. H. Deam of Bluffton then delivered a beautifully prepared memorial in honor of the members of the Association who had passed away, namely: Ex-president Thomas A. Morrisson of Kokomo; Charles T. Ballard, Louisville; Dr. J. F. Simison, Romney, and Mrs. W. B. Forsman of Lafayette.

Chas. Quinn, secretary of the Grain Dealers National Association, addressed the convention briefly on the work of that Association, stating that it is largely confined to co-operating with the Food Administration to win the war. He denied that the millers had played a sharp trick on the grain trade last year. The handling of a short crop of wheat had been favorable to the millers rather than to the dealers, but the conditions will be reversed this year owing to the size of the new crop. The National Association officers were not "asleep on the job." Texas, Oklahoma and Kansas, since these states were wheat producing states, were hit hard by the larger unscrupulous millers taking advantage of the existing conditions.

He referred to the loss and damage case known as Docket No. 9009 and the decisions thereon and the efforts of the grain men to come to some agreement with the carriers for the consideration of claims on clear record cars. A committee of 10 representing dealers and carriers have been appointed by the Interstate Commerce Commission to go into the subject. It is evident that the grain trade may have to install new and adequate weighing facilities.

H. D. IRWIN'S ADDRESS

H. D. Irwin, Zone Manager of the U. S. Grain Corporation at Philadelphia, addressed the convention of the purposes, accomplishments and requirements of the Food Administration and Grain Corporation as follows:

During the past year the Grain Corporation has endeavored to maintain a Government agency to handle the grain problems of the country. We have tried to measure up to the responsibilities placed upon us by the conditions arising from this great world war. The confidence that is shown by the addition of new activities placed upon us from time to time is very gratifying.

During the last year our main problem undoubtedly was the distribution of wheat. In the distribution of that commodity you have more danger of privation, starvation or even to a possible limitation to the point of failure in war. Any success which has attained to the Grain Corporation, I feel is due primarily and almost entirely to the patriotic co-operation which we have had from the grain trade of the United States.

I want you to feel that the Grain Corporation comes from the grain trade; we are part of you and you are

part of us. Men in the grain corporation have devoted their entire business lives to your problems. This should insure for us the support which we have had and for you it means a clear understanding and a sympathetic dealing with the questions which arise from time to time.

When we looked at the available surplus of wheat last year, after allowing a normal home consumption, we had not more than 10 to 20 millions of bushels to spare for export. We knew the requirements would be very much greater, and when we tell you that after exporting approximately 22,000,000 from Australia and Canada, that we will by the First of July have exported about 140,000,000 bushels, you will know that 100,000,000 bushels of wheat was obtained this year from the American people without hardship to the poor, but by the better-to-do sharing with those less fortunate at home and abroad and with our Allies.

It has always been the aim of the Food Administration to restore to the grain trade its field for initiative and enterprise just as soon as it was possible without restricting or interfering with the supplies so necessary abroad, for the civil population, and for the allied armies.

Commerce in wheat must positively pass and far transcend any thought of gain or profit, but it must go to a plan practically an ideal one which, after all, is the fundamental of our national character.

We approach this year's crop with fortunately a chance for a much greater supply and, keeping in mind the necessity for co-operation for the wheat distribution, we have the hope of restoring to the trade the field for initiative and enterprise in the wheat handling this year.

At a meeting in New York on May 1, where all of the trade was represented, there was appointed an Advisory Committee comprising 12 men of different branches of the grain trade who were to meet with us subsequently to consider plans for handling the new crop. Last Tuesday and Wednesday we met in New York. Your Advisory Committee got up a plan which we can outline to you and which is still tentative, but was practically indorsed in the broad problems involved.

It contemplates a minimum wheat price which will be maintained through the Grain Corporation's purchases in the terminals. It contemplates a maximum price, and between these two will be your field for personal effort, initiative and enterprise in marketing this wheat. Naturally a very important point will be the inter-market relations. I mean by that the arrangements between points at which the Government issues prices. The new freight rates are effective on June 25. The Railway Administration promises to give them to us today, the earliest date at which they could furnish information. We, therefore, have invited from all markets and points interested in the United States, their attendance at New York today, representative traffic men. These traffic men, going over the new freight rates on which the inter-market relations will be largely based, should be able to submit a plan to a further meeting of commercial representatives of the trade, the Advisory Committee and the Grain Corporation which is to be held on Monday next. Plans should be completed at that meeting and we hope effective on the 1st of July.

A plan of this kind will require an executive order of the President of the United States in order to confirm it and after the plans are once presented, we feel there will be no delay in securing that executive order, so that from next week's meeting should come practically a confirmation of this plan with the further details.

We contemplate this year an inter-market relation which will permit the wheat to flow freely from points of surplus and accumulation to points of shortage and for exports. Last year our market relation was built with a direct purpose of damming the wheat back in the country. At the Gulf you know we had quite a low price—it was intentional. It worked well. We did not want the wheat to flow to the Gulf for export. The large crop this year will not make it necessary for us to adopt such a damming principle in the inter-market relations. In approaching the price level we provided a minimum. This was followed by the President's proclamation of February 23, in which certain points were given a minimum. All prices maintained therein are based on No. 1 wheat. In what is known as the Inter-Mountain Country; that is, the Rocky Mountain Country, there were four points named by the President at which he designated a \$2 minimum. We feel that it was the intention by naming these four points to typify that entire district and we propose to approach it in that way. But to reflect such a price minimum on the new freight rates would hardly be advisable, so it must be left to the Grain Corporation to arrange the details as to the work out on the inter-mountain minimum. There is a zone there which will have to be, and is being considered separately. The nearest points on the road any minimum is stated are Oklahoma City and Ft. Worth. The former is 2.5 and the latter 2.9. We can approach these points by a proper basis at the Gulf, so it is possible to start with these for further consideration of our starting points. The most feasible starting point for our inter-market relations will be Wichita, Kan., and build up from there on these freight rates and, considering commercial conditions, we hope to arrange an inter-market relation which will, as I have said, permit the wheat to flow freely East, South and Southeast as it may go.

The millers this year will operate in an entirely different manner. Last year they worked on a price-plus basis with the practical assurance that we would take all their surplus flour for export. They were under agreement and were part of a method by which the price was sustained. These milling agreements with the Grain Corporation will be cancelled on June 29. At each milling point there will be given a correct wheat price and a maximum flour price with a minimum feed price. We are convinced that if flour declines feed should advance and vice versa; therefore it is proposed to arrange 10 schedules with the privilege to reflect the flour price and the feed price and the Food Administrator will designate to the millers in the United States under which schedule he shall operate and he may change the schedule from time to time as conditions warrant.

With the country elevators we feel that we can relax our agreements so far as the right of direction is concerned, and in return for that we feel that the country elevators should release us from the payment of 1/20 cent per bushel per day, which present agreement allows on wheat which was sold under our direction and for which you could not get cars to make the shipments. With the further restriction that you did not have more than 20 per cent of a turnover of your houses. With the relaxing of the lack of direction you will be free to sell your wheat wherever and to whomsoever you please. You have always to keep in mind two fundamentals: one a reasonable profit and the other is a 30-day storage limitation.

We think past experience has interpreted reasonable profits pretty well and with the restriction of this competition, we feel that there is little danger of unreasonable practices, so far as price is concerned, creeping in.

I believe that on consideration of this plan you will agree with me that it has restored to you quite a large field in the handling of wheat this year. The miller

may buy from whomsoever he pleases. He must sell his flour in competition and not to exceed the maximum price.

Through the Grain Corporation buying in the terminal markets you will all know what you can get for your wheat if for any reason you wish to ship to such terminals and cannot buy elsewhere, the entire market will be opened to you and all the millers will have the same privilege. We feel that it is much fairer to the grain trade than the plan which was a necessity last year.

Now there may be some phases of this question which I have overlooked and if it is your wish, I will cheerfully try to answer any questions which are likely to throw additional light upon the whole issue. Before doing so, however, I would just like to say a personal word and that is to thank you very kindly for the opportunity to be here and talk this over with you. I want to tell you my whole office appreciates the support which we have had from Indiana dealers. I would like you to exhibit always during these times the thought your own relation bears to the whole. That is the way we must judge you. Each one of you is a factor in his own community—I say work for that. Each one of your communities is a factor in the state of Indiana; work for that. Indiana is a part of the United States and we can work for that. The United States is a part, and I might say the greatest part, of the Allied nations today. I say we can all work for that.

After a discussion of Mr. Irwin's paper Dr. H. E. Barnard, State Food Administrator, in addressing the convention, complimented the Association in offering the Food Administration such an able man as Carl Sims. He suggested that the grain dealers tell the farmers to be patient in handling their grain including the 24,000,000 bushels of wheat estimated for Indiana crop. He believes that the thresher will be just as loyal in helping to thresh the grain and that the Fuel Administrator will try to supply the coal. The food conservation regulations for the saving of wheat will stay in force until the war is won. Special permits may be given later for grinding small lots of rye and barley into feed.

FRIDAY'S SESSION

Friday's session was opened with an address on the "Fuel Situation" by Evans Woolen, State Fuel Administrator, who spoke in part as follows:

It has seemed important from the beginning of the Fuel Administration that the people of Indiana be fully informed of the reasons for the hardships they are asked to undergo. I wish to add today something of such information. Many Indiana homes in which anthracite has heretofore been burned will not have anthracite next winter. I wish to give the reasons. Many industrial plants will have a precarious if not indeed an insufficient coal supply. I wish to give the reasons also for that.

The industrial development in this country has been abnormal since the beginning of 1915. At that time the Allies began placing orders here. Most of those orders were placed in New England and the North Atlantic States. Manufacturing capacity was enlarged but not transportation capacity. The results in railroad blockades and fuel shortage became apparent during the winter of 1916-17 and have become increasingly apparent since. The results as to anthracite will be apprehended if we reflect on two facts. The first is that most of the abnormal industrial development has been in the area north and east of a line drawn from Schenectady through Harrisburg to Baltimore. The second fact is that the same area contains no bituminous coal, but all the anthracite.

Bituminous coal can be moved into this area only through four railroad gateways and by water through Newport News. The amount that can be moved into the area is limited by these and other transportation conditions. The Fuel Administration has estimated this amount with much care. The difference between the consumption of coal in this area and the bituminous coal that can be moved into it must be made up by the retention of anthracite. It is estimated that there must be retained for this area 5,000,000 tons more of anthracite than was retained in the coal year of 1916-17. It is toward the making up of these 5,000,000 tons of anthracite that the Western States must forego the use of anthracite. The trans-Mississippi States are asked to forego the use of anthracite wholly. The Northwest and the Central States are asked to forego the use in part.

The reason that many industrial plants will have a precarious if not indeed an insufficient coal supply is in a word a demand increased by the war beyond our capacity to produce and transport. It was estimated June 1 that the demand then apparent for coal this year will exceed last year's production by 80,000,000 tons. Intense efforts during the first five months have increased the production by only 10,000 tons.

The country's war program must not, of course, be interfered with by fuel shortage. Accordingly certain consumers must have preference. Preferences are being determined by the War Industries Board which is now preparing lists in co-operation with the Fuel Administration. It will be the duty of the Fuel Administration to see that plants on this list get coal in preference to plants not on the list. For guidance in carrying out this program the Fuel Administration will have weekly fuel reports from all utilities, retailers and manufacturing plants.

In the absence of T. C. Crabbs, of Crabbs, Reynolds, Taylor Company of Crawfordsville, Ind., R. W. Baker of that firm presented a tabulated report containing information from reports of 16 elevators representing 13 owners carried out to the minutest detail. The figures represent the averages from the reports sent in, and it was found that the average expense of handling grain is 4.27 cents per bushel and that the expense and shortage together is 5.47 cents per bushel.

An interesting discussion followed in which Mr. Baker stated that a 3 cent margin might have been a good working margin at one time but wrong now and 6 cents would be required now to play safe. The trouble with grain dealers is they anticipate the market and do things they know are wrong, in other words, are speculators.

Brandt C. Downey, president of the Commercial National Bank of Indianapolis, addressed the delegates on "Trade Acceptances, General Financial Situation and Its Relation to the Approaching Wheat Crop." He pointed out that the State of Indiana would produce about 50,000,000 bushels of wheat

with an elevator capacity of about 14,000,000 bushels, so the farmer must keep part of it at home until it could be used. If the local banks are overloaded with grain paper the Federal Reserve Bank will handle them under the regulations governing trade acceptances. This way the new crop should be handled much more easily than before.

A statement of grain in store attached to the note and insurance policy may be rediscounted by the local banker with the Federal Reserve Bank so no difficulty in getting credit should be experienced. This is true with the farmer also. On such paper it should be possible to borrow at least 88 per cent of the value of the holdings.

ROUND TABLE TALKS

Bert A. Boyd in presenting the claims of Indianapolis market stated that in the 16 years of their organization, changes have occurred. Years ago the buyer fixed the discount, now the discount on off grades is fixed by a committee of receivers. He pointed out a number of cases in Eastern markets where delays in making returns on shipments exist and believes that this should be remedied in the interests of the grain trade at large.

C. S. Custer of Cincinnati called attention to Cincinnati Grain and Hay Exchange withdrawing from the Chamber of Commerce and their new home. Also the adoption of the hay plugging system last fall.

J. M. Brafford, Indianapolis, referred to some long standing delays in returns on shipments to New York dealers.

L. W. Forbell, New York City, explained the trying situation in his market the past six months and stated that the lack of time in making returns on individual concerns should not be held against the market. In his office returns were made same day the weights were in, at least not more than two or three days.

E. E. McConnell, Buffalo, stated that delays in returns is a personal matter between shipper and receiver and no excuse for withholding returns more than 48 hours. If there is a great delay the shipper should change receiver. A lot of differences is due to lack of frankness between shipper and receiver. He who pays war drafts will sooner or later go broke. He stated that Buffalo is the gate to the great food manufacturing and supply districts of the state of New York and with its great storage capacity of 28,000,000 bushels is recognized as the official terminal for storing of grain and redistributing point of grain for export and to seaboard.

RESOLUTIONS

The report of the Resolutions Committee was read by J. H. Morrow. The resolutions included endorsement of a maintenance of a fair price basis by strict adherence to and enforcement of the grades; that regulation and restrictions of the new oats crop be moved; that contracts for delivery and shipment should be allowed for any period within the crop year; that cost holdings in oats should be limited to speculative allowance; that contract sales of cash oats should be permitted to the limit of hedging period, and that contract of sale of cash oats should be allowed against stock of oats held in elevators by the owner; deprecating the multiplied reports to Government departments; commending a state-wide campaign for more and better wheat; objecting to the licensing of scoop shovelers except where there are no other facilities; protesting against deduction for natural shrinkage in loss and damage claims; requesting equitable form of ground leases from railroads; condemning the zone system for second class mail; urging that English alone be taught in public schools; pledging support to the Government; urging stacking and binning of wheat on farms; condemning the practice of delayed accounting by receivers; favoring a reasonable margin of profit; endorsing the supervision of threshing; endorsing the margins as indicated by T. C. Crabbs; extending thanks to speakers and to Board of Trade; and the following:

Resolved, That it is the sense of this Association that some provision should be made by the Government to compensate the farmers for storage in carrying this wheat, subject to the order of the Government, and that such compensation should be sufficient in amount to cover interest, insurance, shrinkage and reasonable compensation for extra trouble of binning and withdrawing same when required to make delivery thereof, and be it further

Resolved, That each producer, voluntarily or otherwise, storing or binning his wheat and retaining jurisdiction over the same, who desires to avail himself of the compensation suggested, shall within 10 days from date of threshing so notify his county food administrator, in such manner as may be prescribed, and such notice shall, in effect, constitute a contract with the Government, whereby the producer agrees, in consideration of the compensation provided, to deliver said wheat to the market within 30 days from date of the order so to do.

C. S. Romine has planned to open a feed store at Stromsburg, Neb.

Earl K. Whipple's feed store at Spokane, Wash., has been purchased by J. O. Atwood.

A feed and flour business is to be opened at Oskaloosa, Kan., by C. G. McHenry.

R. E. Ferris' feed and flour business at Clay Center, Kan., has been purchased by Geo. Rice.

Peck & Brush are succeeded in the feed and flour business at Brushton, N. Y., by N. C. Brush.

I. Edson and J. M. Homan have purchased the Graham Feed Store situated at Bethany, Mo.

Wallace & Son succeed Wallace, Wallace & Sollers in the feed and flour business at Elvason, Ill.

The feed business of C. S. Bryant at Greene, N. Y., has been purchased by Walter B. Jaynes.

Martin Skar, conducting a feed business at Morris, Ill., has disposed of same to Chris. Dickman.

The feed business of C. Johnson located at Auburn, Ind., has been sold by him to F. S. Gleason.

The feed and flour business at Clayton, Wis., has been purchased by Frank Fellerath from his father.

The interest of C. W. Meyers in the feed and flour store at California, Mo., has been sold to Mr. Birgi.

E. P. Nelson is succeeded in his business at Arlington, Wash., by the Central Feed & Grocery Company.

C. W. True & Son are succeeded in the feed business at Fairmont, Minn., Krumholz Building, by John Krumholz.

The feed business formerly conducted by O. P. Lawson at McGregor, Texas, has been purchased by N. R. Legg and G. Hanover.

H. M. Stager has organized at New Brighton, Pa., as the Stager Company and will handle feed and flour. Capital stock is \$5,000.

Half interest in the Lutz Feed Store at Leoti, Kan., has been purchased by John L. Price. In the future the business will be conducted as Lutz & Price.

The interest of Chas. F. Simmons of Bowling Green, Ky., in the Park City Feed Company owned by Hays & Simmons has been sold by him to his partner, Mr. Hays.

Alvin T. Jones has been ordered by the Food Administration to close down his feed and flour store at Oshkosh, Wis. He is said to have violated the Food Regulations.

D. O. Cross, LeRoy A. Cross, A. Moser, Herman A. Bayless, and John P. Schindel, have organized at Cincinnati, Ohio, as the D. O. Cross Company, to handle hay and grain.

A feed, hay, seed, grain, wool and flour warehouse has been opened at Glendale, Monroe County, Wis., by the Glendale Milling Company. F. A. Machovec is general manager.

L. J. and F. A. Rice and A. C. and H. F. Sturtevant and H. W. Sheets have incorporated at Bridgeport, W. Va., as L. J. Rice & Co., to conduct a feed business capitalized at \$25,000.

Incorporation papers have been filed for the Central State Feed Company of Cedar Rapids, Iowa, capitalized at \$10,000. O. B. Zuck is president; T. B. Powell, secretary of the firm.

It is now illegal in Canada to deal wholesale in flour, bran, shorts or any feeds made from wheat or grains, or products of wheat, or grains, or hay or straw, without first having obtained a license from the Canada Food Board.

An office has been opened at Abilene, Kan., by W. J. Shofstall of the Shofstall Hay & Grain Company. The Shofstall Hay & Grain Company has offices at Kansas City and handled between 150,000 and 200,000 tons of hay last season.

New offices in 228-230 Glover Building are occupied by Huffine & Co., Kansas City, Mo. The firm conducts a general hay business. B. M. Huffine associated with this firm was recently elected to membership on the Kansas City Board of Trade.

The Choctaw Feed & Roofing Company of Mem-

phis, Tenn., has applied to the secretary of the state of Tennessee for a charter to conduct a hay, grain, food products, etc., business there. The capital stock is \$15,000. S. Shinsault, John G. Scay, M. R. Buchanan, Geo. R. Fouke and T. L. Campbell are interested.

J. S. Bateman contemplates launching out into the hay business independently at the close of the year. Mr. Bateman was formerly manager of the Vanderpool Hay Company of Lexington, Ky., since he severed connections with Early & Daniel. The Vanderpool company is to be dissolved, following the enlistment of W. D. Vanderpool in the army.

The Cincinnati Grain and Hay Exchange has made the following amendments to commission charges on grain and hay, effective July 1: Wheat, 1 per cent, minimum, \$15; rye, 1 per cent, minimum, \$15; ear corn, 1 per cent, minimum, \$15; shelled corn, 1 per cent, minimum, \$10; oats, 1 per cent, minimum, \$15; hay and straw, \$1 per ton, minimum, \$10; split cars, 1 per cent, minimum, \$15.

James R. Guild & Co., of Medaryville, Ind., have made plans to dissolve as a company. They have been operating a hay, feed and grain business. In the future the hay business will be operated under the firm name of James R. Guild & Co., composed of James R. Guild and his three sons, and the grain, feed and flour business will be conducted as the Reep Grain Company. Albert Reep has purchased the elevator and grain business and will manage same.

HAY DULL IN NEW YORK

C. K. TRAFTON.

The situation in the hay trade in the New York market has been a remarkably strange one. In other words, conditions have been such as to be characterized as paradoxical. On the one hand, receipts have been phenomenally small, but notwithstanding this, prices have undergone practically no change. Occasionally not a bale arrived by rail, all of the small quantity received being by canal or river boats. At the beginning of the month there were uncommonly large arrivals by canal, which included a fair quantity of Canadian. Unfortunately much of this hay was decidedly inferior, and consequently it could not be sold, excepting at extremely low figures. Moreover, much of the hay arriving by rail was also surprisingly inferior. In fact, some of it was so badly damaged that it was rejected, and especially by Government inspectors, and consequently it was found almost impossible to get rid of so much rubbish, despite the fact that some of it had been offered as low as 20@25 cents a hundred. Of course, such trash was practically worthless, excepting to throw on the manure heap, and of course, did not bring enough money even to pay the freight. On numerous occasions the receipts were not more than one-tenth of the normal (one day only 45 tons having arrived), and consequently it was a source of wonderment that prices did not advance, and particularly on the good to choice grades. It was true that an occasional car of choice No. 1 timothy in large bales sold as high as \$30 at popular terminals, but this, it was said, was owing to the fact that there was almost no hay of that grade to be had. It is certainly a source of great surprise, if not bewilderment, to witness such sluggishness and insignificant price changes in the face of such remarkably insignificant receipts. In view of the fact that corn, oats, and millfeed were also scarce, it is difficult to comprehend what horse owners have found to feed their horses with.

HENRY H. FREEMAN & CO.

Hay, Straw and Grain
COMMISSION MERCHANTS

Correspondence and Consignments Solicited.
Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

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Mr. Hay Shipper:

When you consign a car of hay you have a right to expect special service, such as can only be given by a firm engaged strictly in the commission business. We have been in business many years and given personal attention to all shipments entrusted to our care. We are members of the Chicago Board of Trade and can offer the best of bank and mercantile references. TRY US WITH A CAR.

J. J. Considine & Co., 43 Board of Trade Chicago, Ill.

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ALFALFA

W. D. Power & Co., 12-15 N.Y. Hay Exchange
NEW YORK

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FIELD SEEDS

A two-story office building is to be built at Milford, Conn., for the Everett B. Clark Seed Company.

The capital stock of the Milwaukee Seed Company of Milwaukee, Wis., has been increased to \$50,000.

The capital stock of the National Seed Company of Louisville, Ky., has been increased from \$5,000 to \$120,000.

The new warehouse of F. W. Bolgiano & Co., at Washington, D. C., has been taken over by the Government.

The building formerly occupied by the Hyde Seed Farms at Pattonsburg, Mo., has been purchased by Mrs. Ada Royston.

Repairs are to be made to the plant of the Rupert Seed & Milling Company at Rupert, Idaho. New machinery is to be installed.

The Bertrand-Johansen Seed Company of San Francisco, Cal., has purchased a new building and is remodeling it into a warehouse.

Operations were started in the plant of the Sterling Milling Company of Sterling, Kan., on July 1. The company will conduct a milling, seed and feed business.

Capitalized with stock of \$150,000, the Pedigreed Seed Company has been incorporated at Hartsville, S. C. J. L. Coker, D. R. Coker and J. J. Lawton are interested.

A branch field seed store is to be opened at Winona, Minn., for the Gould Grain Company which already operates Elevator "F" in that city. Cleaning machinery is to be installed in the elevator and headquarters opened in the downtown district of

the city. R. C. Gage will be in charge of the wholesale field seed department of the concern.

A new seed house has been completed at Carpinteria, Cal., for the Henry Fish Seed Company. Modern and up-to-date machinery for handling seed is to be installed.

The Atlantic Seed Company of Philadelphia, Pa., has moved to new quarters at 39 N. Water Street. Growth of the firm's business during the past year necessitated the change.

Incorporation papers have been filed for the San Jacinto Seed Company of Houston, Texas, capitalized at \$10,000. J. P. R. Rikard, R. Gerard and J. D. Franklow are interested.

The Farmers Grain Company of Elliott, N. D., has made plans for the establishment of a new seed house to be equipped with up-to-date machinery with six stands of legs and hopper bins.

A modern up-to-date \$17,000 fireproof throughout warehouse equipped with machinery for cleaning and handling seed grain is to be built at Great Falls, Mont., for the Barkmeyer Grain & Seed Company. The plant will be constructed of concrete.

The W. H. Vickers Elevator Company is succeeded at Liberal, Kan., by the Vickers Seed Company. J. H. Salley is now interested in the firm. The company conducts a wholesale and retail seed business and operates an elevator and feed business as well.

The Chesmore-Eastlake Company, conducting a business at St. Joseph, Mo., has been reorganized under the name of the Chesmore Seed Company. The capital stock of the new firm has been increased from \$10,000 to \$50,000. A new seed warehouse has been constructed. Carl R. Chesmore is manager of the firm.

Grain and Seeds

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

L. TEWELES SEED CO. MILWAUKEE, WIS.

*Red, White and Alsike Clover
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

WE BUY AND SELL

Seeds

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SCHISLER-CORNELL SEED CO.
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White Clover Orchard Grass

Tall Meadow Oat Grass

Rye Grass

WM. G. SCARLETT & Co.
BALTIMORE, MD.

A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN
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Track Warehouse: S. W. Cor. Collins and Biddle

SEEDS Grain, Clover and Grass Seeds CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

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To Meet Demands Of

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OUR SPECIALTY

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EXPORTERS

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

MACHINERY

SCALES FOR SALE

Two 2-ton platform scales.
One 10-ton platform scale.
Only slightly used. SCALES, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

1 Gibson Oat Crusher.
1 Gibson Corn Cracker.
1 Gibson Oat Cleaner.
Also belting, shafting, conveyors, wood and steel pulleys, etc., only slightly used. Complete list furnished on request. MACHINERY, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

ELEVATORS AND MILLS

FOR SALE

A 20,000-bushel elevator with roller feed mill. Only elevator in town of over 3,000 population, in one of the best grain and stock-raising sections of Wyoming. Has been in operation only one season. Reason for selling, present owner not a grain man. PETER PELLISTER, Sheridan, Wyo.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WE RENT, SELL OR EXCHANGE

ELECTRIC MOTORS AND DYNAMOS. Belting, pulleys, hangers in stock. SCOTT BROTHERS ELECTRIC COMPANY, 34 Macomb Street, Detroit, Mich.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.
Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

HELP WANTED

WANTED

Capable field seed man for office and road work. One above the draft age. FIELD SEED, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

GRAIN TRADE PATENTS

Bearing Date of May 14, 1918

Broom Corn Seeding and Sorting Machine.—August F. Weymer, Syracuse, N. Y., assignor to The A. F. Weymer Company, Syracuse, N. Y., and American Broom and Brush Company, Amsterdam, N. Y., both corporations of New York. Filed May 13, 1914. No. 1,265,846.

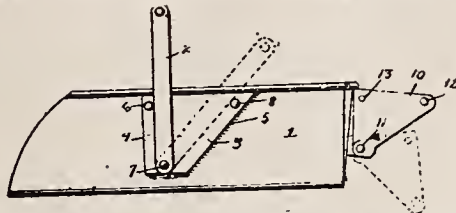
Sheet Metal Grain Door.—Walter P. Murphy, Chicago, Ill. Filed February 4, 1915. No. 1,266,301.

Dust Collector.—William J. Fender, Silver Creek, N. Y. Filed March 29, 1917. No. 1,265,763.

Bearing Date of May 21, 1918

Grain Scoop.—Isaac Lindberg, Bowbells, N. D. Filed April 12, 1917. No. 1,266,833. See cut.

Claim: A scoop comprising a body part, a handle connected therewith, a pair of angle irons secured to the rear wall of the body part, a tilting handle consisting



of a pair of plates pivoted to said angle irons, a rod connecting said plates together, said angle irons and plates being provided with aligned openings, and a removable rod adapted to pass through said openings for normally retaining the tilting handle in rigid connection to the scoop.

Method of Deodorizing Grain.—Walter Frick, Höchst-on-the-Main, Germany, assignor to General Electric Company, a corporation of New York. Filed January 8, 1915. No. 1,267,204.

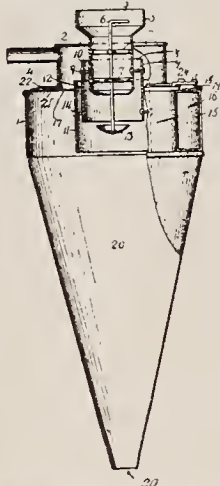
Grain Bag.—Archipp F. Dunae, Saskatoon, Sask., Canada, assignor of one-half to Bertram M. Wakeling, Saskatoon, Sask., Canada. Filed May 18, 1917. No. 1,267,193.

Bearing Date of May 28, 1918

Bag Cleaner.—Forest G. Gauntt, Fort Wayne, Ind., assignor to W. J. Savage Company, Knoxville, Tenn., a corporation of Tennessee. Filed October 20, 1915. No. 1,268,450.

Grain Car Door Opening Mechanism.—Elwin H. Kidder, Chicago, Ill. Filed June 7, 1916. No. 1,268,580. See cut.

Claim: In mechanism of the character described, the combination with a member provided with rails and means for tilting a car laterally while on said rails and



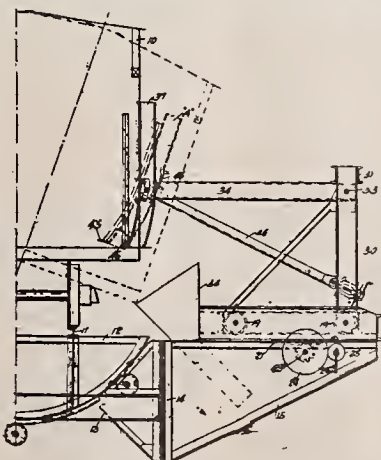
air inlet and an apertured top, and an air outlet flue extending through the aperture of said top, one dimension of said aperture being greater than the diameter of said flue, whereby said flue may be slidably moved in such aperture and adjusted laterally relative to the axis of said cone-shaped hopper.

Bearing Date of July 4, 1918

Bag Cleaner.—Forest G. Gauntt, Fort Wayne, Ind., assignor to W. J. Savage Company, Knoxville, Tenn., a corporation of Tennessee. Filed October 20, 1915. No. 1,268,450.

Grain Car Door Opening Mechanism.—Elwin H. Kidder, Chicago, Ill. Filed June 7, 1916. No. 1,268,580. See cut.

Claim: In mechanism of the character described, the combination with a member provided with rails and means for tilting a car laterally while on said rails and

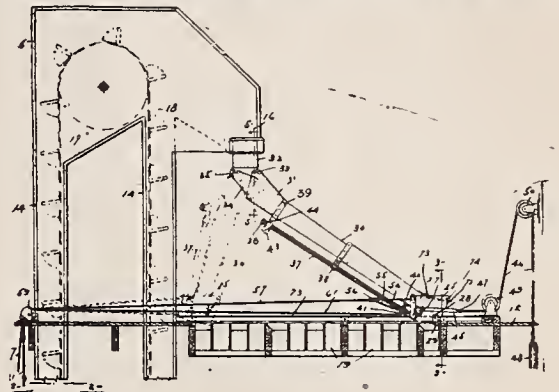


immovable with respect thereto, of a relatively stationary device located to one side of the car for forcing a side grain door of the car inwardly while the car is being tilted laterally toward said device.

Track Scale.—M. H. Winslow, Terre Haute, Ind. Filed January 28, 1915. No. 1,268,197.

Distributing Spout.—Fred W. Cooley, Minneapolis, Minn., assignor to James J. Gerber, Minneapolis, Minn. Filed January 29, 1917. No. 1,268,218. See cut.

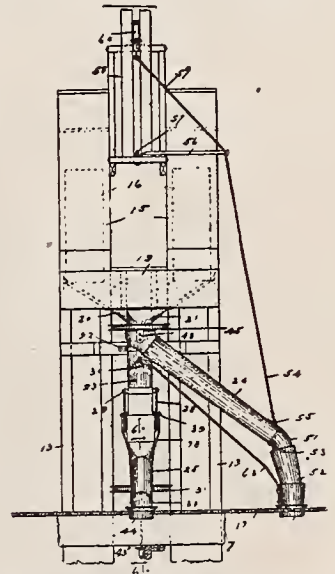
Claim: The combination with two supply receptacles, of a row of spout openings extending away from said receptacles on substantially a straight line and having reversely offset and overlapping receiving ends, and



two substantially parallel distributing spouts arranged to receive from said receptacles and having their delivery ends arranged to be independently brought into registration with the same or any one of said spout openings.

Distributing Spout.—Fred W. Cooley, Minneapolis, Minn., assignor to James J. Gerber, Minneapolis, Minn. Filed March 6, 1917. No. 1,268,219. See cut.

Claim: The combination with supply receptacles, of two delivery spouts connected thereto by offset swivels, one of said spouts being radially adjustable, and means



for causing the delivery end of said radially adjustable spout to swing on the arc of the same circle with the delivery end of the other of said spouts.

O. L. SPENCER, U. S. Grain Supervisor at Seattle, Wash., has resigned to accept a position as head miler of the Russell-Miller Milling Company's Minneapolis plant.

THROUGH commodity rates on grain and grain products in carload lots from East St. Louis, Ill., to Louisville, Ky., or Cincinnati, Ohio, thence to Tampa and other Florida points have been cancelled by the Baltimore & Ohio Railroad on permission of the Interstate Commerce Commission.

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FIRES—CASUALTIES

Lincoln, Neb.—The Farmers Elevator was destroyed by fire not long ago.

Durand, Mich.—Fire damaged the Farmers Elevator here to the extent of \$2,000.

Barry, Ill.—Fire occurred in the feed establishment conducted here by William Volbracht & Co. entailing a loss of \$1,200.

Columbia, Miss.—The property owned by the Barkwell Seed Company was damaged by fire to the extent of \$10,000.

Darr, Neb.—The grain elevator at this point was destroyed by fire, the origin of which has not as yet been determined.

Aldham (r. f. d. Phoenixville), Pa.—The warehouse of Haines & Co., used for storing feed, was destroyed by fire with a loss of \$25,000.

Cropsey, Ill.—Together with 10,000 bushels of grain, the Farmers Elevator was destroyed by fire. Insurance on the place amounted to \$9,000.

Highland, Wis.—Fire damaged the malting and brewery plant of Semrad Bros. & Putsch with a loss to firm of \$20,000. Repairs were made immediately.

Pontypool, Ont.—The grain elevator here owned by C. Good & Sons, Toronto, was destroyed by fire after being struck by lightning. Estimated loss is \$12,000.

Moose Jaw, Sask.—The grain elevator owned by the Farmers Trading Company was recently destroyed by fire. About 3,000 bushels of grain were destroyed.

Elkart, Ill.—Ezra W. Baumann of Elkhart suffered a badly lacerated hand when he was caught in the machinery in the plant of the Conover Grain Company.

Flora, Ind.—Fire, which is believed to have been started by German sympathizers, caused considerable damage to the Ashpaugh & Flora Elevator not long ago.

Scotia, Neb.—The Farmers Grain & Elevator Company's elevator was destroyed by fire which resulted when it was struck by lightning. A large

amount of grain was destroyed. Loss amounted to \$12,000; insurance, \$8,000. The elevator will be rebuilt.

Poplar Point, Man.—About 6,000 bushels oats and barley were destroyed by fire which occurred in the McMillan Bros. Elevator here. The fire occurred on June 10.

Wadsworth, Texas.—Fire destroyed the large rice warehouse at Old Wadsworth owned by A. H. Wadsworth. Only a small amount of insurance was carried.

Naisberry, Sask.—Lightning struck and destroyed the elevator of the British-Elevator Company on June 20. No grain was contained in the plant at the time of the fire.

Gary, Minn.—On June 16 the Atlas Elevator here caught fire and together with the depot was destroyed completely. The exact cause of the blaze has not been determined upon.

Providence (r. f. d. Elkton), Md.—The Biles & Mackey warehouse was destroyed by fire. Between \$15,000 and \$20,000 of grain and hay was destroyed. The origin of the blaze is not known.

Olathe, Kan.—Fire damaged the plant occupied by J. H. Cosgrove & Son. The loss amounted to \$16,000; insurance carried on the plant amounted to \$3,000. The firm handles grain and hay.

Scobey, Mont.—Fire threatened for a time to destroy the Farmers Elevator here on June 22, but by quick action on part of the firemen the plant was saved. Origin of the fire is not known.

Newcastle, Ind.—Fire destroyed the elevator of Geo. Ruff & Son which was recently built there. Loss amounted to \$4,500 with some insurance. Fire is said to have been caused by incendiaries.

Grand Rapids, Mich.—The Henderson Milling Company's feed storehouse was destroyed by fire recently. It is believed that spontaneous combustion was responsible for the destructive blaze.

Mt. Sterling, Ill.—The plant occupied by J. R. Cronin's feed and flour business was damaged seriously by fire not long ago. Loss on stock amounted

to between \$5,000 and \$6,000; insurance of \$7,000 was carried.

Tulsa, Okla.—The elevator of Arthur & McCune here was burned on June 23. The building contained about 5,000 bushels of oats, all of which was consumed by the fire. The loss was fully covered by insurance.

Covington, Ky.—The building occupied by the Van Leunen Hay & Grain Company was destroyed by fire on June 25 together with 60 carloads of hay. The loss amounted to \$10,000, which is partly covered by insurance.

Applegate, Mich.—The warehouse of the Stockbridge Elevator Company was destroyed by fire. The plant contained between 1,000 and 1,100 tons of hay. Loss covered by insurance. Blaze may have been incendiary in origin.

Tabor, Ill.—On June 27, the elevator conducted by the co-operative company there was destroyed by fire. The loss caused by the blaze amounted to \$35,000, partially insured. The plant was erected last September and was of modern construction.

Roberts, Mont.—Lightning struck and set fire to the Occident Elevator Company's elevator. The blaze for a time threatened to destroy the plant. However, the fire was discovered immediately and put out by means of a chemical extinguisher.

Craig, Sask.—Pro-Germans are believed to have been responsible for the fire which destroyed the Farmers' Trading Company's elevator together with 3,000 bushels of grain and 1,000,000 feet of lumber. The bandits gagged the manager of the plant, Chas. Hill, stole \$1,500 and then set fire to the building.

Beech Grove, near Indianapolis, Ind.—Fire, which is believed by officials of the company to have been of incendiary origin, completely destroyed the grain elevator of the Cleveland Grain Company, located in this town on June 14, together with about 15,000 bushels of grain. Three or four explosions were heard immediately before the flames broke out in the elevator. The building which was of frame construction covered with sheet iron, was about 150 feet high and contained about 5,000 bushels oats and 10,000 bushels corn. The 18 tile storage tanks which adjoin the part of the plant destroyed contained about 125,000 bushels of grain. The intense heat caused the tile on one side of the tanks to break but no damage was done to the contents. The Cleveland Grain Company has offices at 606 Board of Trade Building, Indianapolis, Ind. Edwin K. Sheppard is manager and A. L. Parker, superintendent of the company.

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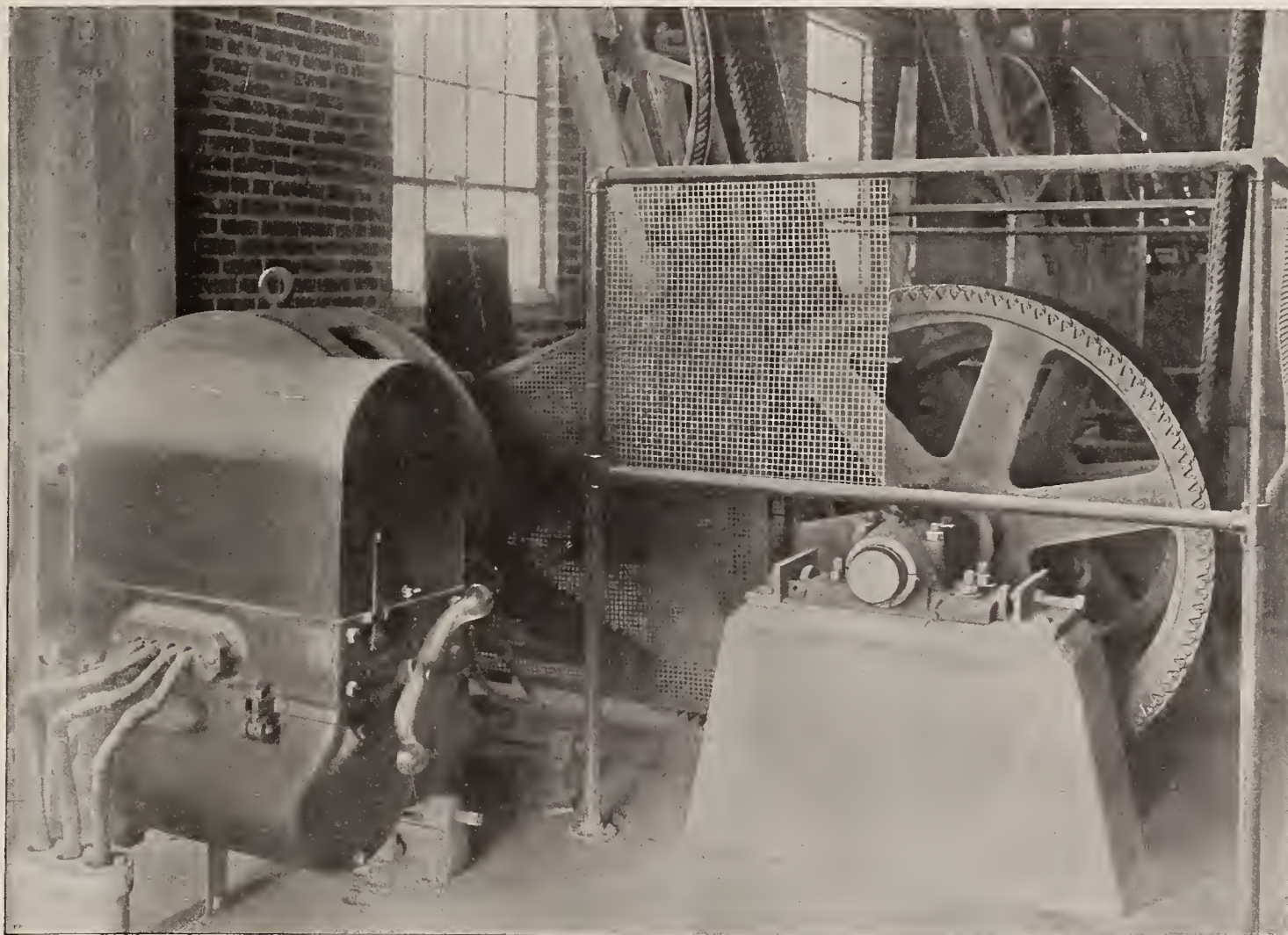
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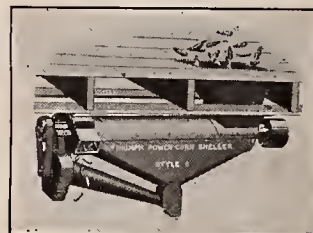


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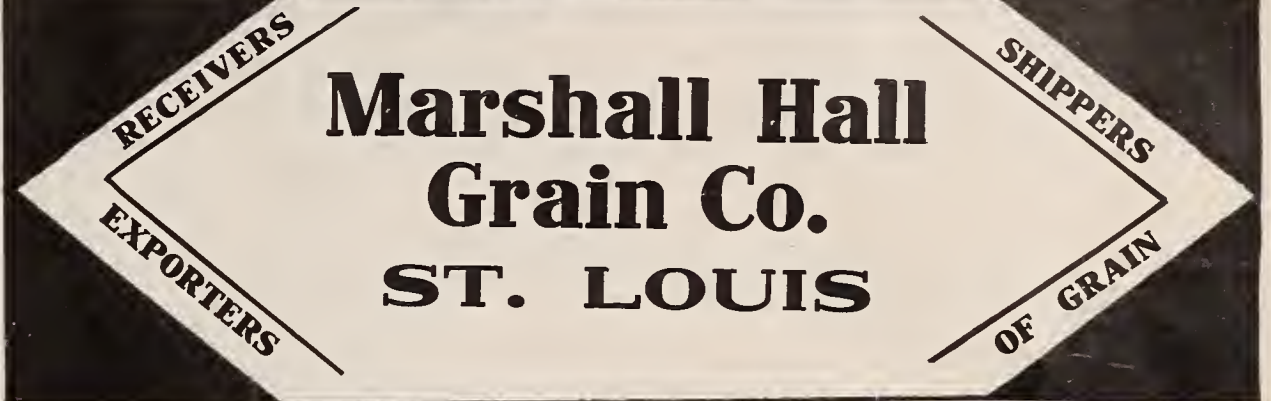
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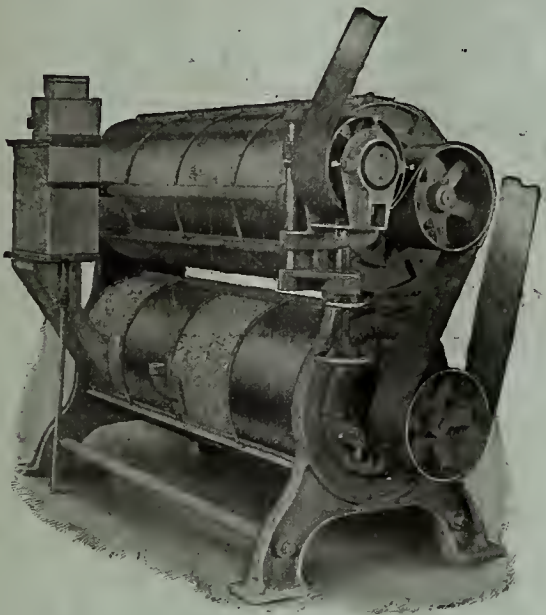
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Dockage ranges from 2¼ to 10 cents per bu. for smutty wheat. Such wheat when cleaned is graded high. Based on the average dockage with a capacity of 100 bu. per hr. and running 10 hrs. per day a Wolf-Dawson Washer will pay for itself in 30 days.

Besides being a profitable machine for both miller and grain dealer it enables the miller to make the cleanest and most sanitary flour in the world.

Builders of Complete
Flour, Corn, Cereal
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One reason why you should exercise unusual care and diligence in protecting your property against fire is the delay and difficulty you would have in securing repairs or rebuilding owing to War Conditions.

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Mutual Fire Prevention Bureau
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Western Millers Mutual Fire Insurance Co., Kansas City, Mo.	The Millers Mutual Fire Insurance Co., Harrisburg, Pa.
Ohio Millers Mutual Fire Insurance Co., Canton, Ohio.	Texas Millers Mutual Fire Insurance Co., Fort Worth, Texas.
Pennsylvania Millers Mutual Fire Ins. Co., Wilkes-Barre, Pa.	Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.

The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	5,000,000.00
Undivided Profits			2,354,549.18

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Accounts of grain elevator operators and commission men throughout the country respectfully solicited

Something to Worry About!



Being the Soliloquy
of a Wise Owner



YOU have two alternatives; either you continue to run your plant, or you do not. If not, you have something to worry about.

IF you continue to run your plant; either you use good machinery, or you do not. If not, you have something to worry about.

IF you use good machinery and it breaks down; either you replace with Weller-Made, or you do not. If not, you have something to worry about.

IF you replace with Weller-Made Machinery, you have NO alternative. You have the best, and there is

NOTHING TO WORRY ABOUT!

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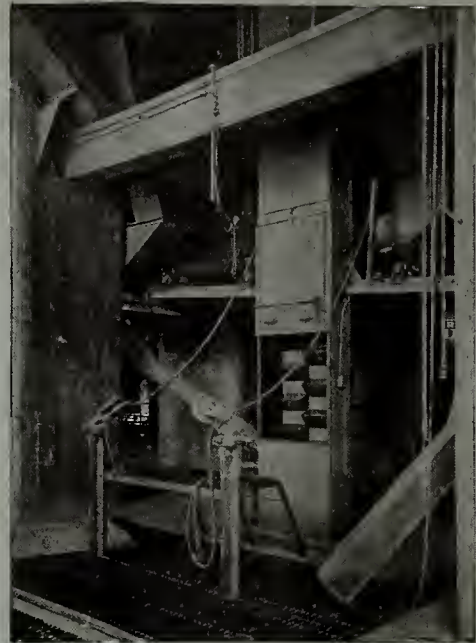
Elevating, Conveying and
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Are Giving Efficient Service

In many of the largest elevators and mills of the United States and Canada. They are correctly designed and properly built. Forty years experience is behind them.

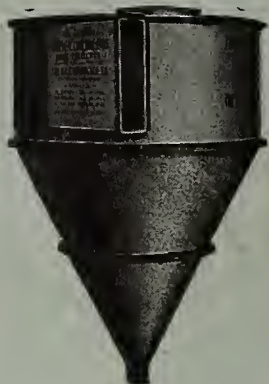
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For Grain Cleaners

ALL STEEL



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are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

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"Everything for every mill and elevator"

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